THE CANNED GOODS TRADE

An Independent Journal of the Canning and Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

VOL. XXVII. BALTIMORE, JANUARY 6, 1905. NO. 20.

BEST EQUIPMENT.
BEST DELIVERY.

BEST TREATMENT.
BEST CANS.

American Can Company

NEW YORK:
BOWLING GREEN BUILDING.

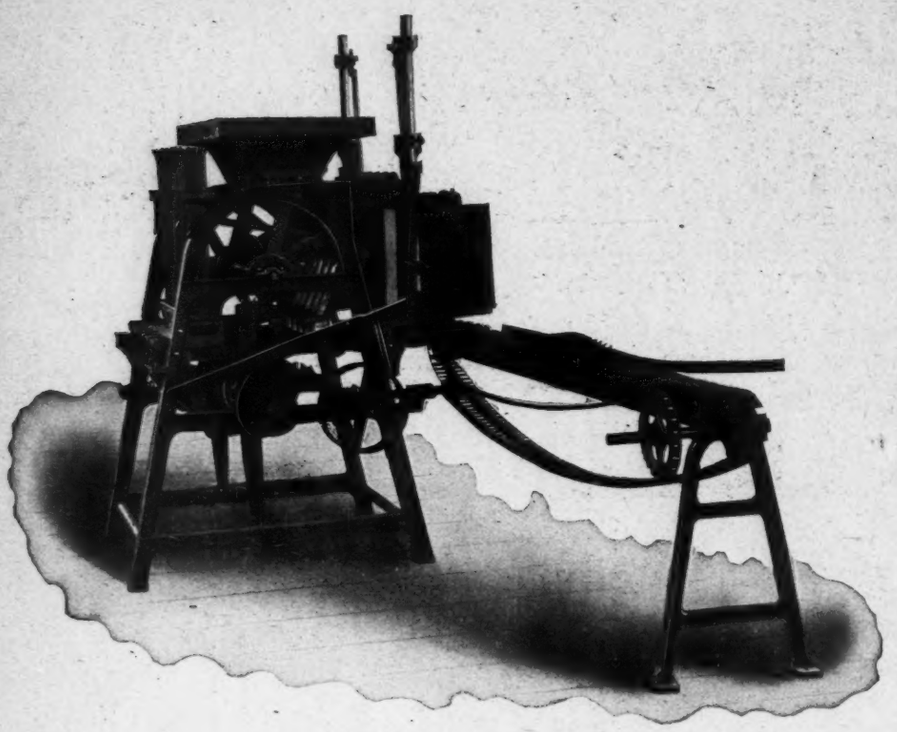
BALTIMORE, MD.
BOSTON AND HUDSON STREETS.

PRINCIPAL OFFICES:

CHICAGO, ILL.
MERCHANTS' LOAN & TRUST BLDG.

SAN FRANCISCO, CAL.
209-221 MISSION STREET.

THE NEW 1904 BUCKLIN PEA FILLER AND BRINER.



Stittville, N. Y., Sept. 8, 1904.

The Sinclair-Scott Co.,
Baltimore, Md.

Gentlemen—The new Bucklin Pea Filler is a daisy, in fact we believe it to be the best pea filler and briner on the market today, and no doubt when the pea canners "catch on" you will have lots of orders. We did not have a moment's trouble with it—it worked beautifully all through the season and of course we are perfectly satisfied with the machine in every particular.

Yours truly,
(Signed) The Stittville Canning Co.
Per D. B. Simmons.

Freehold, N. J., Oct. 28, 1904.

The Sinclair-Scott Co.,
Baltimore, Md.,

Gentlemen—Yours of October 26th is received. Referring to the improved Bucklin Pea Fillers purchased of you this season, I would say that I operated them through the entire pea packing season with entire success. You will remember that I put in two to begin with, and immediately ordered two more. They do the work more completely than any filler I have operated heretofore. The cans are filled uniformly; the brine is drained off without any loss of peas, and in a perfect manner. There are no possible jams—altogether, I do not see how you could improve upon them. Its capacity is fully equal to that of the Hawkins capper. I shall equip my entire plant with them another year. Yours truly,

(Signed) Jos. Brakeley.

The "Colossus" Pea Separator

BUCKLIN CYCLONE PULP MACHINE

BUCKLIN FINISHING PULP MACHINE

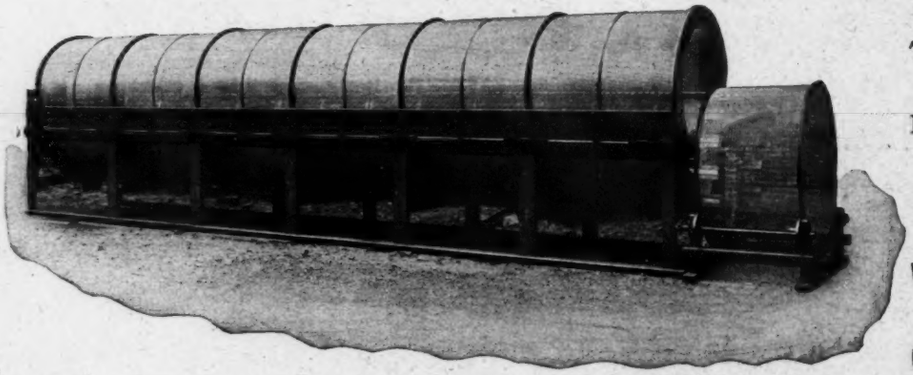
Pea Hullers

Cranes

Crane Fixtures

Peach and Apple Parers

KETTLES, CRATES, &c.



OYSTER BOXES AND CARS

Trayless Power Tomato Fillers

Foot Power Tomato Fillers

Pineapple Slicers

PINEAPPLE AND VEGETABLE GRATERS

Floor Trucks

CLUTCH PULLEYS, &c.

THE SINCLAIR-SCOTT CO.,

WELLS AND PATAPSCO STREETS,

BALTIMORE, MD.

POPE TIN PLATE COMPANY,

CHARLES E. POPE,
PRESIDENT AND MANAGER OF SALES.

OFFICES:
PITTSBURGH, PA.

WORKS:
STEUBENVILLE, OHIO

Capacity, 700,000 Boxes Per Annum.

Special Attention to Orders from Canners and Can Manufacturers.

A QUALITY OF EXTRA SOFT AND WELL COATED PLATE MAINTAINED.

BUSINESS SOLICITED.

OYSTER STEAM BOXES

OYSTER CARS
OYSTER MEASURES

PROCESS KETTLES
PROCESS CAGES

POWER CRANES, Etc.

H. COTTINGHAM,

504 E. Fayette St., Baltimore, Md.

STEWARD'S

Sanitary Can.

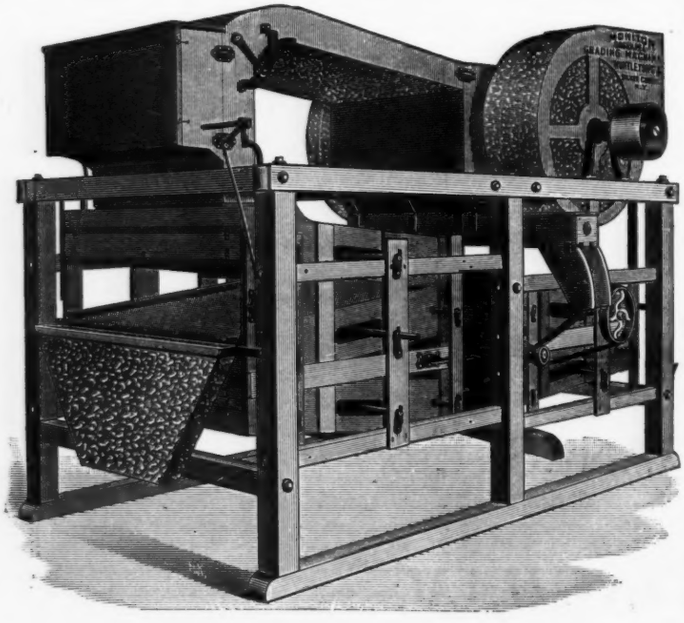
By using our system you get as near the natural flavor as possible.

SAFE FOR ANY ONE TO USE. *CHEAPER TOO.*

L & J. A. STEWARD,

Rutland, Vermont.

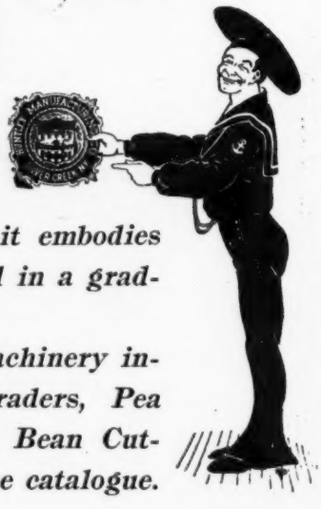
START THE NEW YEAR RIGHT



THIS IS THE SIGN OF A SUCCESSFUL NEW YEAR.

It is theMonitor Trade Mark and stands for

PERFECT CANNER'S MACHINERY.



The machine shown here is the MONITOR Green Pea Grader.

It makes six distinct grades which are commercially correct, and it embodies every advantage offered in a grading machine.

Monitor Canner's Machinery includes perfect Pea Graders, Pea Cleaners, Bean Fillers, Bean Cutters, etc. Write for free catalogue.

Huntley Manufacturing Co.,

SILVER CREEK, N. Y.

Second Hand Machinery For Sale.

1 2-H.P. Backus Gas Engine.
1 2-H.P. Otto Gas Engine, Electric.
1 3½-H.P. Otto Gasoline Engine, Electric.
1 7-H.P. Olin Gas Engine. Electric.
1 9-H.P. W. & M. Gas Engine, Electric.
2 12-H.P. W. & M. Gas Engine, Tubes.
1 12-H.P. Otto Gas Engine, Electric.
1 14-H.P. Otto Gas Engine, Electric.
1 20-H.P. Otto Gas Engine, Electric.
1 5-H.P. Otto Gas Engine.
1 6-H.P. Otto Slide Valve.
7 No. 4 Treadle Presses.
2 No. 3 Treadle Presses.
6 Squaring Mgchines.
3 Drop Solder Cutters.
3 Screw Presses.
1 24 x 10 Clutch Pulley.
1 36 inch Exhaust Fan.
1 18 inch Swing New Haven Lathe.
1 13 inch Swing Pratt & Whitney Lathe.
1 Drill Press.
1 Emery Grinder with Stand and Counter Shaft.
1 Emery Grinder.
1 Air Pump.
1 6 x 4 x 6 Snow Steam Pump.
1 4½ x 2¾ x 4 Snow Steam Pump.
1 Small Blake Steam Pump.
2 Mitchell Power Presses.
2 Mitchell Can Floaters, complete.
1 Cameron Body maker, complete.
1 Lever Press or Punch, with deep throat.

SLAYSMAN & COMPANY,

Factory: ***125-127 East Falls Avenue.*** Office and Salesrooms: ***200 West Falls Avenue.***

BALTIMORE, MD.

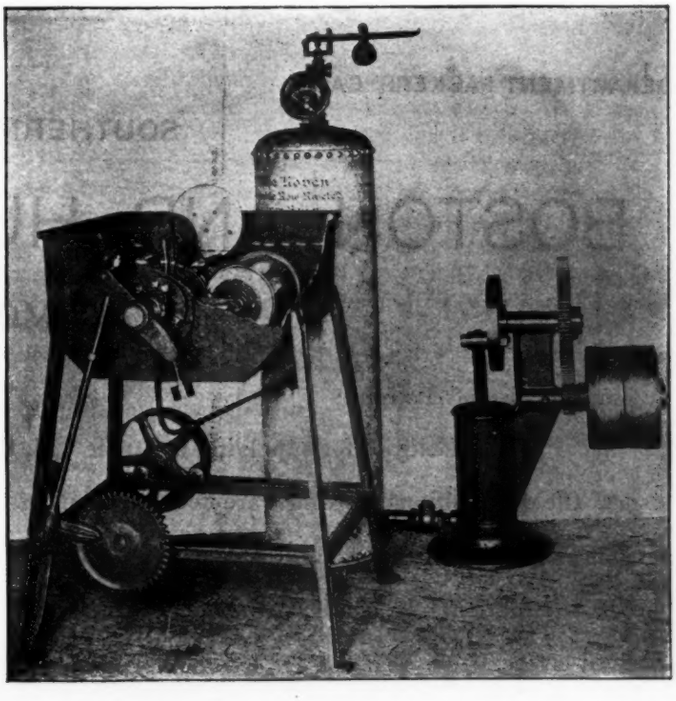
Can-Making Machinery.

Up-to-Date
Can Tester.

Designed to work in Connection with Floaters.

Capacity: 12,000 2-lb. or 3-lb. Cans.

Will test any size Can, round square or oblong.



E. J. LEWIS, Middleport, N. Y.

Possessing the best equipped and largest factories

We supply the Finest Cans with no delays.

AMERICAN CAN COMPANY.

DEPARTMENT PACKERS' CANS.

SOUTHERN DIVISION

BOSTON AND HUDSON STREETS,

BALTIMORE, MD.

To our Friends and Patrons:

Our facilities for supplying the trade with the best make of Cans are practically unlimited. This insures the quick shipments which are necessary during the rush of the packing season. We invite your correspondence on all matters pertaining to Packers' Cans, and you can depend upon your inquiries and orders receiving our best attention. It shall be our endeavor to give you a better Can and better service than you have ever received before.

Yours truly,

AMERICAN CAN COMPANY.

STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.

THE CANNED GOODS TRADE

An Independent Journal of the Canning AND Allied Industries

BALTIMORE, FRIDAY, JANUARY 6, 1905.

The BEST QUALITY DELIVERY CANS

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephones Mt. Vernon 3620, 3621, 3622.
Maryland " Windsor 435, 436, 437.

BALTIMORE

Quick Shipments. *Best Goods.*

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

It is usually considered that an early and severe winter with much snow portends good conditions for the coming crops, and so far all the prognostications favor the agricultural probabilities for 1905. But not only in the crop line but in the general business line indications are favorable; for we have seldom known a more active and money-distributing season than the market of all kinds has known since the first of December. This is the best business foundation for future activity, and consumption in all lines of goods is progressing very strongly; which in itself is certain to give that human circulation which produces business optimism, and active markets.

In respect to canned goods the apparent general conditions remain about the same; but it would be wise for our canned goods packers to consider the actual situation in the market.

Since tomatoes began to break last spring, and have in a general sense continued a slow and steady decline there has developed alongside of this condition a purpose based upon presentment, that cheap tomatoes should be made to prevail for the ensuing year. As this has been nurtured and fostered by the wholesale buyers during all this time it is well to recognize that we are now at the imminent and deadly breach of time for which they work. In other words the first business of the year will be preparing of contracts on futures, and viewed from any standpoint we may take it is the interest of the jobbers to have futures made at very low rates. And it may as well be assumed the very opposite is always the interests of the packers.

It may be reasoned correctly that very low prices for staples such as tomatoes and corn will do more to prevent the establishment of new canneries than any other influence of the country. But unfortunately there seems to run parallel to this belief another that it matters not how low tomatoes may fall the packer is still making large profits on them. And the extension of the number of canneries depends more upon the demand or lack of demand for the staple crops of the farmer than upon any other cause.

Just at present in the canned goods market there appears to be a sort of weakness, a shading in several lines. This applies to the small fruits, oysters, corn, pears and peaches, and cheap

tomatoes. What surprises us most is that there is no weakness in peas. When we remember that peas are about the first of all crops to come upon the market in the year, it lends interest to this fact, for there is a pulse in respect to canned goods that generally beats steadily in its application to all varieties of hermetically sealed goods; and if peas open strong and hearty, those conditions will communicate themeslves to all other lines of goods as the season progresses.

In small fruits the decline is from about 2½ to 5¢ on all lines, according to variety and quality. Standard blackberries are 7½¢ per dozen lower than they were a couple of weeks ago and are quoted now at 90¢. Fancy stock is out of the market.

In sugar corn, Harford County is quoted at 55¢ as against 60¢ last week.

In cove oysters, 10 oz. are quoted at $1.50 as against $1.55; 5 oz. 80¢ where they were 85¢. These prices in oysters are remarkable in view of the severity of the weather during the past week, many of the dredge boats having been compelled to cease operations and run to cover.

Bartlett pears No. 2 are quoted at 65¢ where they were 75¢, and No. 3 have dropped from a quotation of $1.00 to 75¢ per dozen.

In tomatoes No. 3 seconds of the higher quality are marked at 60¢ where they were 62½¢.

In the New York market no variation of prices is shown in any line. In New York State corn rules at 82½ to 90¢ as to brand; Maine $1.05 to $1.10. Maryland corn 77½ to 80¢ for dry packed, and Western corn at 75 to 80¢.

There is nothing to report in respect to cans. There are some rumors in the air of an early withdrawal of present quotations. This supposition is probably based upon the situation in respect to pig tin. The influences to which we have sometimes alluded in these columns have gotten past the point of interest that governs them. With the turn of the year naturally begins a bull movement in tin and tin plates. The present point of the situation is, however, the admitted scarcity of pig tin in the American market; and the belief that English manipulators will take advantage of the present situation to advance the price of this article. The American tin plate manufacturers are said to be well booked up on offers for tin plates far up into the year, and the very healthy condition of the Welsh tin plate industry does not invite belief that they will be dangerous in the American market.

The general tin plate and tin situation, however, remains unchanged from last week, except a very slight advance of only about 5¢ per hundred in pig tin. There is no change reported in the quotations of lead.

NEW YORK MARKET.

The closing of the old year and the opening of the new was not marked by any particular transitional changes. Stock taking, combined with the general disposition to buy as little as possible during the holidays, made a slow trade for the week, but there was by no means any depression. On the contrary all interests look forward to an active and prosperous year, basing their estimates upon the probable capacity of consumers to purchase. Retailers are known to be carrying light stocks and that is expected to work the enlargement of purchases from packers and jobbers. The business in this city is concretely represented in the increased number of cases of canned goods arriving in 1904, as compared with 1903. There is a steady increase in arrivals each year, representing the growing business in canned goods. Some brokers complain that they are not getting as much business as they formerly did, due to the fact that so many sales are made direct by the packers. On the other hand some brokers say they are getting more, another illustration of the fact that much depends upon the point of view. Many firms have been

QUALITY and QUANTITY, Fair Treatment, with Dependable Deliveries—AMERICAN CANS

American Can Company,

BOWLING GREEN BUILDING,

NEW YORK.

Sales Office For Territory Including New York, New Jersey and New England.

sending out New Year greetings during the week, not alone to their customers, but to the people from which they buy.

Tomatoes.—A better tone has developed in Maryland standard 3 lb. tomatoes, but no one appears able to say whether it is the beginning of the long expected upward turn or not. Only the events of the future can determine that. So far as can be seen at the moment the improvement is more in sentiment than in market values and is based almost exclusively on reports, though lots of one and two cars are readily purchasable at 60¢, f. o. b. factory. It is a fact, however, that speculators have been unable to buy large lots at that figure. Small quantities are the only consideration in this direction. Locally the market has continued quiet. Jobbers show interest, even in our lots. Retailers are not buying any considerable quantities. Their purchases are just enough to tide them over any pressing consumptive demand and to keep their stocks complete.

Corn.—New York State packers created a little interest by soliciting orders for 1905 pack at the figures put out by the State Convention. It is, perhaps, needless to remark that they didn't get any at those prices. As a matter of fact the year opens with corn neglected in every position. There is no buying of futures and spot business is reduced to actual requirements. Good stock has a shade firm tone because of comparative scarcity and all grades are held up to previously quoted figures. Maine stock held at $1.10 to $1.15 and New York State 80 to 85¢.

Peas.—No interest is shown in peas, but there are fewer offerings at reduced quotations. It is understood that a considerable proportion of the low grade stock offered under pressure was sold. Only occasional requests are received now.

Beans.—The market is fairly steady at full previously quoted figures, but with no large sales at any price. A shade increase in the movement of different grades of baked goods was reported.

Peaches.—The year opens with all varieties of peaches firm, but without much movement. Buyers make occasional inquiries for desirable stock, but they do not, as a rule, buy any considerable quantities. The supply of all grades of all packings, is limited and any increase in movement is likely to be followed by an advance in prices.

Apples.—Apparently the previously reported movement in gallon apples has subsided, but it has left stocks under rather close control and held firmly up to the newly established range of quotations. Nothing in New York gallons can be obtained below $1.85 and Marylands are firm at $1.75.

Salmon.—The market remains quiet, but holders are not exerting any pressure to sell for either spot or future delivery. Stocks of fancy grades are small and other descriptions are in only moderate supply. Under these circumstances the market has a firm tone and promises well for the coming year.

Sardines.—The market is easy owing to lack of attention. A good deal of the trade in sardines and the cheaper grades of salmon is limited to the South. The decline in cotton has inspired the prospects in spring trading in both these commodities. Sardines continue unsettled in all directions, with sales made at all sorts of prices to all sorts of buyers. HUDSON.

CHICAGO MARKET.

There is little of interest to report in the market for canned goods during the past week, the reason being given that it is stock taking time and until that operation is completed buyers will not come into the market for supplies other than for what are required for immediate wants. The holiday effects have not as yet worn off and as a result business has not resumed its usual position.

There is, however, an undercurrent of hopefulness for the year just begun, more marked in some lines than in others but with a general optimistic tendency. It cannot be said that this is caused by any actual increase in buying, but rather by the anticipation that buying will again soon be resumed. There has been some slight buying of goods that are to be shipped and billed this month.

QUALITY and QUANTITY, Fair Treatment, with Dependable Deliveries—AMERICAN CANS

American Can Company,

CHICAGO.

Sales Office for all States Between Ohio and Utah, inclusive.

Corn.—There has been some very fair Illinois corn offered and sold on this market at 60¢, f. o. b. Chicago, but buyers seem quite indifferent about taking hold just now, apparently preferring to wait, as if expecting lower prices, though this expectation is not put into words. One large lot of Iowa corn of very poor quality was reported as offered during the week. The market is nominally 70¢ to 75¢ for strictly standard corn.

Peas.—There seems to be a great many cheap grades being offered, which have a tendency to keep prices down and give the market the appearance of depression. Probably for this reason also there have been no changes in the market, pirces remaining unchanged for the better grades.

Tomatoes.—Undoubtedly there is a firmer feeling in tomatoes, and holders are of the opinion that these goods are worth more money than is now being offered. This is shown by the fact that a jobber offered to buy a considerable lot at 65¢, but the packer turned the offer down, and the jobber then offered 67½¢. Both buyers and holders are realizing that the pack was considerably short of last year, and as the consumption has been quite heavy, with really not a great amount now held by packers, they can see no reason for a decline from present prices, and are calculating that any change will be for the better.

Pumpkin.—There is a better feeling in the market on this article and demand seems to be increasing. Holders are asking 55¢ for No. 3 standard.

Futures.—There is nothing doing in futures in any line at the present moment, though there is a report being circulated that Western brokers are offering standard future corn to be shipped to the Pacific coast at 55¢. This is certainly a very poor business proposition for the packer, and seems hard to believe.

WESTERN.

WANTED—Position by up-to-date processor, who understands the full line of corn, tomatoes, string beans, apples, pumpkin, etc., or in other words, fruits and vegetables of all kinds. Best of references. Address, Practical, care of The Trade.

Fine Tomatoes.

Early in the fall, at the close of the packing season, we gave an account of the Harford County fair in this State, particular attention being called to the new departure made by the managers of the Fair in offering prizes for the best packed tomatoes in that famous tomato canning county. We gave the list of winners, as also of the exhibitors, and published the decision of the judge of awards, Mr. W. B. Timms, in which he spoke highly of the exhibits.

Mr. Willard G. Rouse, President of the Atlantic States Association, and a member of Smith, Rouse & Webster, of Bel Air, Md., was kind enough to send THE TRADE a case of the tomatoes that had been exhibited. We understood that they were not the tomatoes that took first prize, but as Mr. Timms had remarked in making his decision that it was most difficult to decide on any one, so fine was the quality of all, they could be considered as nearly as good as the prize winners. And certainly an examination of the goods in hand showed them to be remarkably fine. The fruit was whole, firm, of good color without any additional coloring matter, the cans well filled and with no broken or mashed pieces. So well and neatly had the tomatoes been peeled, and so firm were they, that sliced or fried tomatoes might easily have been made of them.

Our judgment of them was necessarily impartial, as the cans were unlabeled, and we had no means of knowing who the packer was. In fact we do not know now. But it is open to question if there are better tomatoes packed in any section of the country, and we could wish that this class of goods formed a larger percentage of the total pack of the country, for if such were the case there would be no such thing as 60¢ tomatoes, and no lack of demand for all that could be packed.

But after the many harsh attacks upon Harford County, and though we did not doubt it, it is gratifying to know that that county can and does pack as fine goods as could be desired, and may the good work go on.

FOR YOUR

CATSUP AND JELLY

you ought to use only

"AMALIE" BRAND

COLORS

They create a natural color effect, and are extremely economical in use . . . .

Preserving Salts

FOR

Tomato and Fruit Pulps

of the best obtainable quality.

Soldering Flux

that is always reliable.

German-American Chemical Works,

L. SONNEBORN SONS,

801-809 S. Wolfe Street,
BALTIMORE.

102 S. Commercial Street,
ST. LOUIS.

281 Pearl Street,
NEW YORK.

The VIRGINIA CANS are known for Their Superiority

OUR BEST ADVERTISEMENT IS

What those who have Used Them Say of Them

Send your Address on a Postal Card that we may send you a few Testimonials

CORRESPONDENCE INVITED

Virginia Can Company

Buchanan, Va.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

Tomatoes are offering at 60¢, f. o. b. factory or Baltimore—No. 3 standards—but, as is usual at this season, the demand is small. There is a feeling among the brokers that good business will develop after the first proximo with a probable improvement of values. Corn is dull and irregular. So-called standard is offered as low as 50¢ factory, a price which recalls the quotations of the nineties. Fancy corn is scarce and firm. Much of the so-called standard corn in grocery stores here is sweet and white, but it is too hard for people accustomed to fancy grades. Peas are quiet and nominal. String beans are in good supply, but well held. Lima beans are considered good property. Market for canned fruit is unchanged, except perhaps in respect of apples, which are less doubtful in tone. Peaches are likely to go higher before spring if demand shows much life. California kinds are very firm. Salmon is firm, without much movement, but it is reported that Columbia River halves have sold at $1.12½ per dozen. Oysters are quiet in Baltimore.

—*Merchants' Review.*

Chicago.

There are indications that buying will shortly be better than during the last two or three weeks, when holiday goods absorbed the attention of everybody in the grocery trade, both wholesaler and retailer. Tomatoes are no higher, but they are attracting a little more attention, and will certainly advance if they change at all. Corn is selling moderately well at steady prices. Future corn is quiet. Peas are in fairly good demand. Canned fruits of all descriptions are very firm and in pretty good request. A firmer feeling on apples is noted. Canned pumpkin is firmer and in fair demand. Salmon is very firm on practically all grades, red and pink Alaska, sockeyes and Columbia river fish. Sardines are unchanged from last week's prices. Other canned fish are firm and in demand, while cove oysters are very firm, owing to the small pack to this date.

—*Grocers' Criterion.*

Philadelphia.

The market is dull. Tomatoes are lifeless, though prices still maintain a certain strength. There is still some little demand for No. 2's. The corn market is dull and weak, particularly as to low grades, which are doubtless in greatly excessive supply. Good corn is scarcer, but at the present time there is no active demand for that. Peas are very slow, and this is the least promising line of canned goods market. Peaches are well cleaned up. About the only thing in first hands is pie peaches. There is no special demand and prices are unchanged. California peaches are scarce, but dull. The general lines of small California and Baltimore canned goods are unchanged. The only future prices named so far are on Southern corn and New York corn, the latter of which were named during the week. For standard 80¢ is asked and for fancy 90¢.

—*Grocery World.*

Boston.

There is a good demand in a small way, with the tone of the market firm.—*New England Grocer.*

Toronto, Can.

Canned goods have been quiet during the week, as usual at holiday time. On account of the scarcity of tomatoes some houses are holding them as high as $1.30.

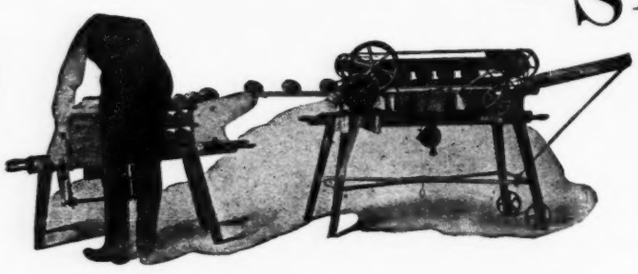
The report current that Pacific Coast salmon will be high and scarce as a result of spot stocks being rapidly picked up by the Japanese need hardly be viewed with alarm by the eastern Canadian trade. A firming tendency has been characteristic of the salmon market since the beginning of the season, but what is more important the requirements of the trade were pretty well met months ago at the opening prices. The fish trade continues quiet generally, no active movement in salmon being expected before the late spring or early summer, when the demand proper begins.

Montreal, Can.

The situation in the canned goods line this week is a very quiet one, the only exception has been the recent advance of five cents per dozen in the price of tomatoes, which are now quoted at $1.30 for Ontario pack and $1.27½ for Quebec. A fair business has been done in a jobbing way in all grades, though the volume of same was not large. Some inquiries for salmon were received from Toronto and western points during the week.—*Canadian Grocer.*

The Sinclair-Scott Co. make the Cyclone Pulp Machine. * * *

KNAPP *Labelers* and *Boxers* are *STANDARD* *throughout the World.*



Now is a good time to learn for yourself all about these machines before the season begins. You will find them reliable, dependable and practical. Each machine guaranteed to do good work. It is easy to get shipments out promptly with a "Knapp" outfit. Hundreds of satisfied users speak in the highest terms of the "Knapp."

One of our largest packers, who used these machines for the first time this season, says: "I made a mistake in not ordering them earlier."

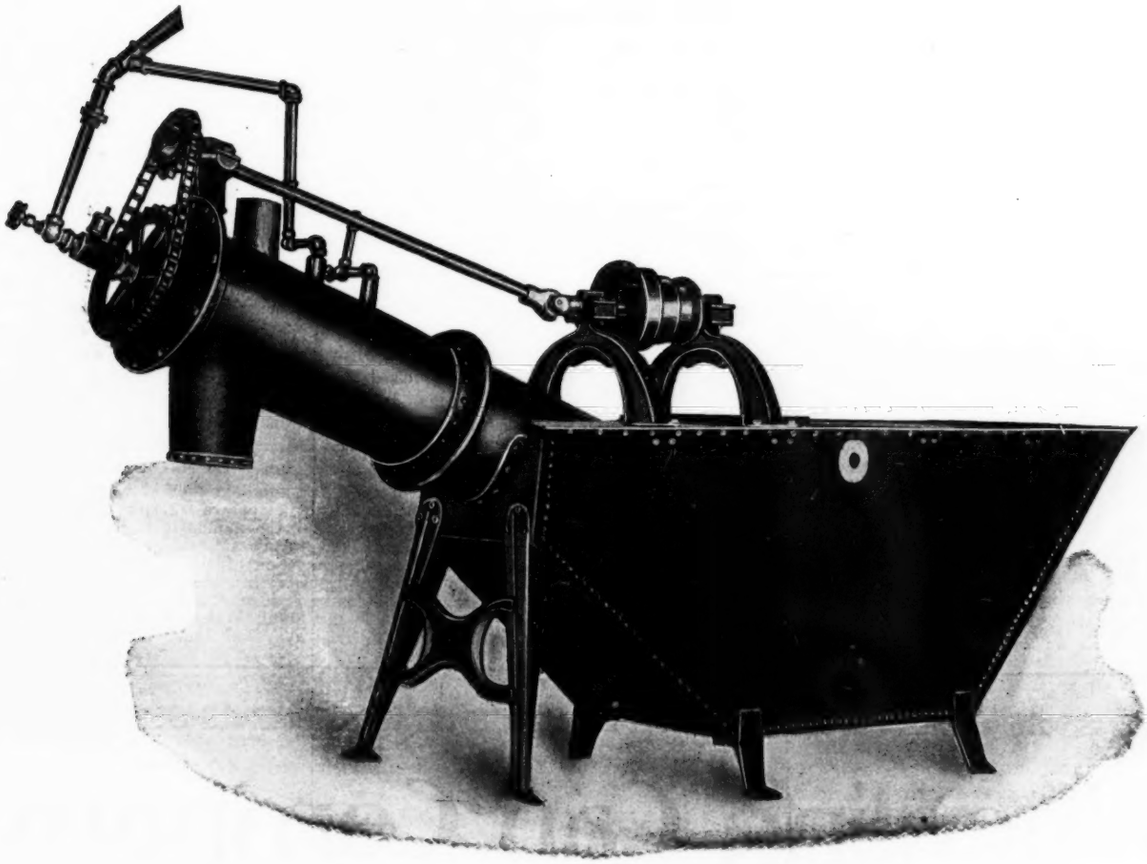
Write us today.

BERGER, CARTER & CO.
PACIFIC COAST DEALERS,
150 Beale Street,
SAN FRANCISCO, CAL.

The Fred H. Knapp Co.

80 WABASH AVENUE——————CHICAGO.

Tomato Machinery.



Baker's Improved 'Power' Tomato Scalder.

This is a combined Washer and Scalder. Scalding is done with live steam. Best Method. Saves the fruit.

WE MAKE A FULL LINE OF TOMATO CANNING MACHINERY, INCLUDING SCALDERS, FILLERS, EXHAUSTERS, ETC.

Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents,

42 RIVER STREET, CHICAGO ILL.

A Great Strawberry State.

On the subject of strawberries and other fruits and the states leading in their respective varieties, the *Carolina Fruit and Trucker's Journal*, of this city, says, in its issue to-day:

"According to the latest compilation of statistics and other data, North Carolina leads all other states of the Union in the growth and production of high grade strawberries for domestic and commercial purposes. She ranks third in melons and canteloupes, first in lettuce and first in huckleberries and hoop-poles, and besides is rapidly climbing to the top of the ladder as an Irish and sweet potato state. It is doubtful if there is another state in the Union that produces so many and great a variety of vegetables as the old North State; but of this there is no record in this and other states with which to make a comparison. In a number of items, however, this state is exceeded by several others. All told, there are over 3,700,000 acres in orchard fruits, and no branch of agriculture has made the gains that fruit growing has in the last decade. The acreage and percentage of gain for the different varieties of deciduous fruits are: Apples, 2,000,000 and 68; peaches, 1,000,000 and 217; prunes and plums, 308,800 and 334; pears, 177,000 and 246; cherries, 119,000 and 112; apricots, 50,000 and 217. Twenty-four of the states report a fruit crop exceeding $1,000,000 in annual value, California leading with $21,700,000; New York is second, with $3,800,000, etc., etc., down the list. At the same time, North Carolina's net gain in strawberry production to-day as compared with the year 1900 is about 55 per cent, or $2,225,000.

"While California shows up with a $21,000,000 fruit crop, and Illinois with $3,500,000 fruit crop, North Carolina steps to the front with a $2,225,000 strawberry crop, leading a number of other states in as many other things. In apples Misssuri leads all the states, with an acreage of 200,000. New York is second, with 150,000 acres, and Illinois third with 134,000 acres. Several of the states show a tremendous per cent of increase, as Arkansas and Nebraska, 300 each; Washington, 900; Alabama, 250; Colorado and Wyoming, 2500; Idaho, 1000; Montana, 5000; Minnesota, 500; Utah, 700, and New Mexico, 1200.

"Michigan leads in peaches and is third in cherres and pears; Kansas, which is sixth in apples, leads in cherries, with Pennsylvania second. California leads in pears, with New York second. Illinois ranks nineteenth in peaches, sixth in cherries, and ties with Pennsylvania for seventh place in pears. California leads in prunes and plums, with 98,000, acres. Oregon is an easy second. Illinois is seventeenth with 5700 acres. California has practically a monopoly of apricots, 42,000 acres; olives, 15,000 acres, and figs, 1900 acres. California also dwarfs its only competitors in the orange and lemon industry. The figures are 56,000 acres of oranges and 15,000 acres of lemons, as against 25,000 acres of oranges in Florida and 225 acres of lemons.

"California bears off the palm as a fruit producing state, leading in oranges, lemons, figs, olives, apricots, pears, prunes and plums, and ranking high in peaches and apples. Its estimated orange crop for 1903-4, for instance, is 28,000 carloads, on which the freight alone will be something like $9,000,000.

"The fruit and trucking industry is not only revolutionizing agriculture and horticulture, but is likewise doing much to solve the perplexing labor problem, since it has been demonstrated that those growers who cultivate only such acres as they can take care of without the aid of outside help are the ones who make the greatest net profits in the business. Those who keep an army of hands employed the year round find at the end of each year that they have to pay out the lion's share of all they make to some one else. Thus it will be seen that the system of intensive farming yields by far the greatest amount of net results to the grower, thereby enabling him to accomplish by his own efforts and such as he can control that which would be purely problematic were he relying largely, if not wholly, upon some one else or the ordinary labor of to-day.

"In the same connection it might be interesting to know that the strawberry growers in North Carolina alone in one day last spring paid into the coffers of the Atlantic Coast Line Railroad Co. more than $40,553.62 in freights on the single item of strawberries. As to the amount paid other roads of the state for the same purpose, we have not the data at hand."

Threatened industries, like threatened men, not only live long, but appear often to increase in robustness as they get far advanced on life s journey. Such certainly appears to be the case with the tinplate industry of South Wales, which has probably never been enjoying a greater measure of prosperity, measured by the number of hands and of mills employed, than it is having at this moment. About a month ago—and presumably at the present time—there were no fewer than 394 tinplate mills employed in Great Britain, and these collectively found work for 19,700 work people. We should compute this record as equal to an annual output of fully half-a-million tons of tinplates per annum. The number of mills actually built appears from the Board of Trade returns to be materially larger, and the number actually engaged was forty-six greater than a year ago. A considerable number of mills have lately been engaged on the production of black plates and sheets, and to this extent the output of tinplates has been affected. The extremely local character of the industry is indicated by the fact that 384 of the 394 mills at work are in the South Wales, Monmouthsire, and Glamorganshire districts.—*The Iron and Coal Trade Review.*

Wheeling Can Company,

MANUFACTURERS OF

PACKERS' CANS.

Circleville, Ohio, Dec. 6, 1904.

Wheeling Can Can Company,
Wheeling, W. Va.

Gentlemen—

Replying to your favor of the 3rd inst., desire to say that during the past season we used a little over five million of your Cans, and take pleasure in stating that they have given entire satisfaction. The cans were neat in appearance, well made and superior to any Cans we have used for several seasons.

Wishing you continued success, we remain,

Yours truly,

C. E. SEARS & CO.,
Per H. M. Crites.

Write for our Prices before You Buy.

OLIVER J. JOHNSON,
Manager.
Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING, W. VA.

A COMPLETE COURSE IN CANNING.

Being a Thorough Exposition of the Best Practical, Scientific Methods of Hermetically Sealing Food Products in the Fruit and Vegetable Line

By an Expert Processor and Chemist.

Copyrighted by THE TRADE COMPANY, 1904

FISH.

ASIDE from salmon and sardines, comparatively little attention has been paid to fish canning, though the demand, particularly for the salt water varieties, is increasing. After being caught, the quicker the treatment of the fish begins at the factory, the better the quailty of the product obtained. Putrefaction sets in quicker than in meat, and the stock must be promptly handled. If fish are iced or kept in cold storage, they require treatment the moment after removal.

To Can Salt Water Fish of a suitable size for No. 2 cans, such as sea trout (weak fish), sea bass, herring, etc., scale, cut the gills and pull out the interior, or cut off the head just forward of the shoulder, slit down the belly to vent and remove entrails; cut off all fins and cut fish to can lengths; wash off in clean water. Cover the fish with a generous quantity of 60 degrees salometer (brine heavy enough to float a potato), brine and soak one or two hours, according to thickness of fish; they must remain until all the blood is extracted. (Never use brine the second time.) A No. 2 can will hold 3 or 4 fish of the proper size; if 3, place the first 2 in shoulder first and the last one tail first; if 4, place the first 2 in shoulder first and the last tail first. Fill the cans with brine (3 lbs. salt, 12½ gals. water), cap, exhaust 10 minutes at 212 degrees, tip and process 45 minutes at 240 degrees, then raise to 250 degrees for 10 minutes, remove from retort and place in cooling bath.

For Blue Fish Cod, and other large salt water fish use flat cans; clean and cut in pieces of suitable size, soak in brine until blood is extracted, pack in cans, solder on lid, exhaust and process same as above. If fish are very large, split down back and remove backbone.

CORNED FISH.

Scale the fish, cut off heads, split down back, clean and wipe dry (do not wash). For 100 lbs. fish intimately mix 5 lbs. salt, 5 lbs. brown sugar, 5 oz. powdered saltpeter, and rub fish, inside and out, with the mixture. Pile the fish skin side down, in tanks and weight. Allow them to remain 48 to 60 hours according to thickness of fish. Then wash and drain, cut to can size, place in can, fill with brine (water 12½ gals., 60 grain vinegar, 1 gal.; whole cloves ½ lb.; bay leaves ½ oz.; chopped onions 2 lbs.; salt 3 lbs.; whole black pepper ½ lb. Soak pepper, cloves and bay leaves 48 hours or more in the vinegar. Place the water, salt and onions in kettle, bring to a boil and cook 30 minutes, then add the vinegar and spices, let boil one minute and strain.) Cap, tip and process at 240 degrees, 1 lb. cans 30 minutes, 2 lb. cans 45 minutes.

Small fish may have the heads left on and be packed dry in oblong, flat cans; exhaust 10 minutes at 212 degrees and allow 10 minutes more process time.

Either large or small fish may be drained and lightly smoked, packed dry, exhaust 10 minutes and allow same process as for corned.

TO PACK FISH IN OIL.

Clean and cut to can size, soak in brine as before directed, remove and dry in a blast of dry, warm air; spread on wire trays and dip in sweet oil, heated to a temperature of about 300 F. (Oil boils at about 360 degrees, this is too hot and will soften the fish.) As soon as fish are cool enough to handle, pack tightly in can, fill with hot oil, seal, tip and process at 240 degrees 1 lb. cans 25 minutes, 2 lb. cans 35 minute.

FRESH WATER FISH.

Large or small may be treated, handled and processed same as salt water fish, except that the brine used must contain ½ to 1 per cent of alum, or some other hardening agent. Any suitable sauce, tomato, mustard, etc., may be used in place of brine for filling cans.

CLAMS (SOFT).

Handle same as oysters, exhaust 10 minutes at 212 degrees, process at 240 degrees 1 lb. cans 15 minutes, 2 lb. cans 20 minutes.

QUCHAUGS (HARD CLAMS).

Handle same as oysters, exhaust 10 minutes at 212 degrees and process at 240 degrees, 1 lb. cans 20 minutes, 2 lb. cans 25 minutes, 3 lb. cans 30 minutes.

OYSTERS.

In the factory plan before submitted it is intended that the steam box be placed outside of the building and be retained permanently in place with the idea in mind of utilizing it not only for oysters but also for beets and sweet potatoes during their season. If the wharf where the oysters are received is of sufficient size it may be roughly enclosed to contain the steam box and room for the shuckers; or the steam box may be placed in the open and after steaming run the cars into the peeling room where the tracks, arrayed with suitable switches or turntable, will occupy the portion of the room not required in pineapple and pea packing. The tracks may be so constructed as to have a gentle incline from the loading to the shucking point in order that the loaded cars may be more easily moved, but, unless the space is not otherwise used so that the tracks can remain permanently in place, it is preferable to have the tracks uniformly level.

When oysters are received in a muddy condition it is best, though not necessary, to wash before steaming. When oysters are kept for any great length of time, either in cars or on the floor, wet down once or twice a day with cold water; they will require this moistening oftener in warm than cold weather.

When ready to steam run the loaded cars in steam box, close the doors and fasten the clamps opposite the hinges first; turn on steam until gauge marks 10 pounds pressure and maintain at this point 8 to 10 minutes (oysters well covered with mussels will require 3 to 5 minutes more) until the shells open readily; then exhaust steam and open doors by releasing the clamps nearest hinges first and those opposite last.

Require the shuckers to roughly sort the meats into two sizes, primes and selects, after which wash well in cold water and place on packing table where before putting in cans remove all torn, broken and discolored oysters. If for any reason it is necessary to carry shucked steamed oysters over night cover them with cold water in which has been dissolved 1 per cent bicarbonate soda.

Under certain weather conditions it may be advisable to can raw shucked oysters which have been prepared for future shipments. These should be first well washed in cold water, then given a bath in a 1 per cent solution of bicarbonate soda, then plunged in boiling water until the gills curl, after which handle same as steamed stock.

The law requiring the weight of oyster meats in each can to be stamped on the cap being non-operative, opens the door

for some rather sharp practices in varying from time to time the weight and count contained in supposed to be standard packs, but reputable canners will adhere to about the following weights, with count as uniform as possible, under separate, distinctive labels for each amount which is again modified by the number of meats to the ounce:

1 lb. cans.	2 lb. cans.
1½ oz.	3 oz.
3 oz.	6 oz.
4 oz.	8 oz.
5 oz.	10 oz.
6 oz.	12 oz.

Thus making five different brands on weights and five, or more, additional on count.

Weigh out the desired amount of meats, place in can, fill with brine (2½ lbs. salt to 12½ gals. water), cap, exhaust 10 minutes at 212 degrees, tip and process at 240 degrees 1 lb. cans 12 to 14 minutes and 2 lb. cans 14 to 17 minutes, according to weight of meat.

It has been claimed that oysters obtained in certain Southern waters turn soft and the brine milky after being packed for a length of time. It has been said, though not yet proven, that the following brine will prevent this: 12½ gals. water, 2½ lbs. salt, 2 ozs. saltpeter.

THE END OF CANNING.

With the above articles the list of canned goods is completed. The final articles being published without comments or remarks, giving simply the formulæ in each instance, because by their nature they belong to the class of specialties, or their packing is confined to particular sections or conditions.

If we have omitted any article, we will consider it a favor if our attention is called to it, and we will be glad to publish the required information and formula.

The second branch of the Complete Course will be Preserving in all its branches. This will commence next week.

CORRESPONDENCE.

Baltimore, December 31st, 1904.

We report the market as follows:

Corn.—The corn market is in some respects unquestionably one of the most interesting features about the entire canned goods situation. An enormous pack, followed by a very natural slump in prces, does not seem to cause the unusually light buying that seemed to be looked for. Of course, there is nothing like activity in the corn market, but it is surprising the number of inquiries we are getting and quite a few of them are followed up by actual business. Were the orders larger it might look as though buyers were taking hold of corn in a speculative way, but orders are of moderate size, and are evidently being placed to fill immediate or nearby needs. Of course, considering the immense quantity of corn that has already been sold, many jobbers must be pretty well loaded up, but it is evident that quite a number of them have succeeded in getting rid of a good deal of corn, and are ready to buy more. The low prices now prevailing ought to largely stimulate consumption.

Tomatoes.—There is no change to report. A few orders are coming in every day but the general feeling seems to be one of extreme depression. Of course, there are holders of Tomatoes who are not offering their goods now, and are going to hold them for three or four mouths and take chances of getting more. The present conditions are influencing even this class of holders to some extent. However, there are certain features about the situation which seem to indicate that we are nearer the turn of the road than might be believed. Tomatoes are down apparently to rock bottom; large dealers are interested in getting them up somewhat and may ultimately succeed. There may be a difference of opinion as to whether or not tomatoes are a speculation even at present low prices, but there does not seem to be any room to doubt that they are an excellent purchase for actual wants for the next six months to come.

Sweet Potatoes.—We have had quite a fair demand during the past few weeks for Sweet Potatoes at 70¢ per dozen, less 1½ per cent, f. o. b. Peninsula. The Baltimore market is firm at 72½¢ to 75¢ per dozen.

Peaches.—No. 3 Second White Peaches are almost entirely cleaned up here under $1.10 per dozen.

Market.—There is nothing very interesting to say about the canned goods market at present, yet there are some bright spots. Some days we reminding us of the busy season, though have an excellent run of orders, business, as a general rule, is quiet. The year of 1904 has, in some respects, been a satisfactory one, anl we look forward to 1905 with considerable confidence. We beleive this feeling is general throughout the country.

THOS. G. CRANWELL & CO.

NEW LOCK SEAM CAN! NEW LOCK SEAM CAN!

JOHN W. MANN & CO.,

MAKERS OF

Fruit and Vegetable Cans

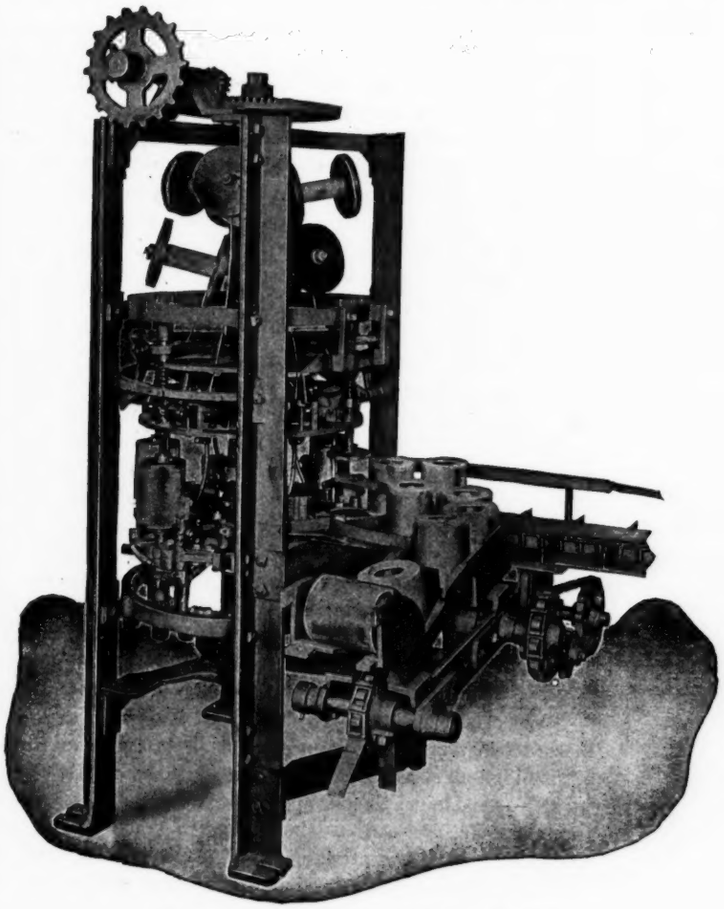
We are prepared to furnish the trade with the best Lock Seam Can that can be produced. Our factory is equipped with the most modern Automatic Machinery for making packers Cans. We invite your correspondence, and before placing your orders compare our prices with those of our competitors. Prices subject to change without notice.

Yours truly,

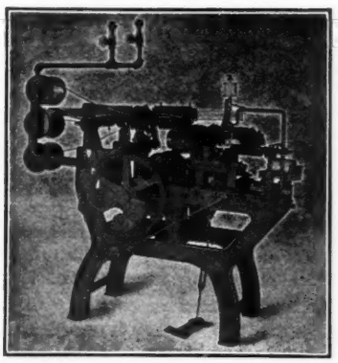
JOHN W. MANN & CO.,

902 to 920 S. CAROLINE STREET, BALTIMORE, MD

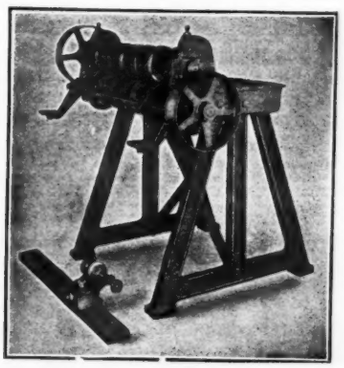
Automatic Can Making Machinery.



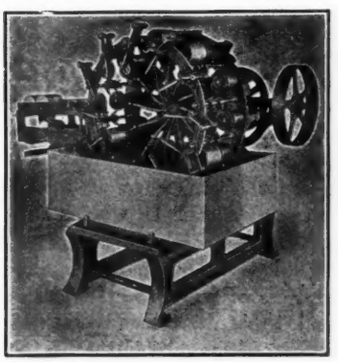
AUTOMATIC CAN FLOATER.



AUTOMATIC SEAMING MACHINE.



BODY SLITTER.



AUTOMATIC CAN TESTER.

ALSO

Ballard Pea Filler,
Stevens Tomato Filler,
"King" Tomato Filler.

Send for New Catalogue No. 10.

AYARS MACHINE COMPANY,
SALEM, NEW JERSEY.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

Office: No. 5 West Pratt St., Baltimore, Md.

THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

TERMS OF SUBSCRIPTION.

Payable in advance on receipt of bill.

One year,	$2.00
Six months,	$1.00
Foreign,	$3.00

ADVERTISING RATES.—According to space and location.

Make all Drafts or Money Orders payable to THE TRADE CO.

Address all communications to THE TRADE CO., Baltimore, Md.

Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged 20c. per line each insertion.

All subscriptions not ordered discontinued are considered to be renewed, and bills will be sent for same.

Postage stamps above the denomination of 2c. are not wanted in remittances.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, JANUARY 6, 1905.

With this first edition of THE TRADE for 1905 we wish all our friends a busy New Year and success in all their undertakings.

Nineteen four is gone,
So here's to nineteen five,
May nineteen hundred and six
Find us all alive.

Now in respect to canned foods what is the outlook or the prospects in a general sense for business during the year?

As a beginning, foresight is a good thing unless it is very fallacious but in one sense it is better than hind-sight; for hind-sight is really to the active man of little more benefit than the location of buoy to a mariner who is watching for dangerous spots.

The probability for the year 1905 is for a good general, active business in all lines of trade, and our readers know that we have always contended that the most favorable condition that can develop for the canned goods industry is the general business of other lines of trade.

It can, however, be anticipated that 1905 is going to be a year not of unusual but of general caution, not entirely amounting to conservatism. The fact is that there have been such vast amounts of wealth acquired in the United States during the more recent years that the very money masters who have acquired most of this wealth in the form of money are beginning to fear that such a condition cannot be sustained, and they will therefore seek to apply the ancient financial axiom, "In time of peace prepare for war." Among the great things that have to be generally understood by a great people, is the direct relation of pecuniary powers to industrial progress. But there are times when the very leaders of this high class of political economy forget that it is a poor rule that will not work both ways, and they themselves forget that it is necessary for the multitude from whom they make their money to be successful in their industries if they are to be successful in their pecuniary matters.

The month of December just passed, brought very pleasant and necessary evidence that iron, the great barometer of business, had recovered from the dullness of last summer, and that it will probably hold its own in activity and guidance during the year that has just opened. Iron is merely used as a barometer of industrial activity because of its general use; but probably food is the item of first consequence in practical calculation for use throughout the world. The production of the necessary food for mankind, the manipulation of the same to put it into modern form and requirements, the commercial distribution of it to all parts of the world so that the people of all nations may have all kinds of foods the world produces, these things are almost as important to the world's general activity to-day as was the development of the human race to a condition to demand not only the variety of food, but the general dessimination of it.

This demanding of the variety of food is a part of the intelligent education of modern mankind. A great many years ago it would have been considered impertinence for the poor to have expected to live as they demand to do nowadays, and this thought will tell to our readers of the canned goods industry that their business is built upon the top waves of civilized education.

There is another name for freedom nowadays. Freedom really means no longer what it once meant—right to own yourself, the right to own the products of your own labor, the right to live as well as you are able from the results of your labor, but it means in the new social development of mankind, the right to live and let your family live as well as the wealthiest man of earth even if you have not a tithe of his possessions.

Under this consideration the question for the canned goods packer or the editor of a canned goods paper, is to what extent is the canned goods industry likely to develop in the next twelve months. This requires a glance over the fields of opportunity.

We can repeat what we have said long ago, that the ultimate destination of the canned goods industry is to furnish to all mankind all classes of food in package form of first-class quality at reasonable prices, and in good keeping qualities. We therefore must inquire, Are we beginning to reach that condition The perfection of this attainment will not come in a year nor ten years nor twenty-five years; but it is to be hoped we are reaching it little by little. Within the past ten years for instance it appears to have dawned upon mankind and upon the industry that the preservation of green and spoilable goods and fruits is not strictly and solely the only purpose of the hermetically sealing business. It is too long a list to enumerate here the names of goods that now go into tin and hermetically sealed packages other than are known as perishable goods. Any housewife who knows her business at all can prepare baked beans for the table in her own kitchen, buying them in the dry or mature state as they come from the field and are sold in the market; but any housekeeper to-day who knows her business will not be so foolish as to undertake such a thing when she can buy baked beans better prepared, in variety to suit her tastes or that of her guests, by simply inquiring for them at a well established grocer. What is true of baked beans is true also of beets. It is becoming a fact in relation to pure coffee in the grain, either whole or ground, and almost every article of food will show the same advantage to the housewife that these articles show by being put into tin. The purveyor in the form of the retail grocer also finds it decidedly to his advantage to handle these things in package form. He not only saves in down weight, which is a dead loss all the time to the grocer by having to reweigh everything in small packages, but he saves clerk hire and the time necessary for such division and weighing. Almost any hand without experience can pass down a properly labelled packages of what might be called proprietary goods, and one

such clerk can easily do the work of three with the recent and still generally prevailing methods of the retail grocer.

Cheese is another article that bids fair to go into the sealed can, and boiled rice has also made its entry into the same line on the menu and will probably develop into a large business.

It is in this direction that the year 1905 will develop but we would like to see the United States Government give some special attention to the collection of data relating to the canned goods industry as one of the great businesses of the country. But every reader of our paper will have his own ideas upon these matters, and the success of energetic ideas will lead the industry in the direction it will take, and a development of the industry henceforth will be more in the line of specialties in the canning factory than in the invention of machinery for general lines.

Railroad Rates to the Convention.

The railroads have made the usual reduction for the coming convention in Columbus to all those who attend. This is known as the one and one-third rate—that is, the party going buys his ticket from his local agent, stating that he is to attend the convention, and asks for a certificate. This certificate when presented to the proper parties at the meeting, and signed by them, will enable the party to obtain his return ticket at one-third the original cost of his ticket coming to the convention.

Thus the fare from Baltimore to Columbus (going) is $12.75. The return ticket from Columbus to Baltimore, upon presentation of the properly signed certificate, will cost but $4.25.

This rate applies upon all railroads and will be in force from February 2nd to 7th going, and from the 7th to the 15th returning. *But don't forget your certificate.* If the agent has no certificates, take his receipt properly stamped; but it is better to state to him your intention of going and let him provide a certificate in time.

Now is the time

To look up that machinery which you will not use next season, and exchange it

FOR CASH

by advertising it in the "Want Columns" of THE TRADE. This method will cost you but little, and yet will bring direct results. Do not delay. Look the matter up now and send it in to us.

THE TRADE,

Baltimore, Md.

Why Label by Hand?

The outside appearance of a can creates a good or bad impression of the contents. Many canners use an expensive label (intended to attract), and then have it applied with paste "piece work" rate. Look on the shelf of any grocer for the result—badly discolored and puckered labels, carelessly applied!

The old method of labeling was good enough years ago, because there was nothing better. But there is now a decidedly better way—

MACHINE LABELING,

adopted by hundreds of canners and pronounced the cheapest and best method.

The BURT LABELER uses a water-proof adhesive, which prevents loose, puckered and discolored labels—an exclusive and most valuable feature appreciated by all users. It will pay you to investigate—full information on request.

BURT MACHINE COMPANY,

BALTIMORE.

Canning Items.

New Firms, Changes, Incorporations, Fires, Improvements, Items of Interest.

Illinois.

Egyptian Packing Company, Olney, Ill., capital $150,000; packing meat; incorporators, E. S. Wilson, Lee Wilson, Glenn Wilson. The company will pack meat.

Iowa.

Council Bluffs, Ia.—The Growers' Canning Company, organized recently by the members of the Council Bluffs Grape Growers' Shipping Association, yesterday definitely settled on the location for its canning factory. The site chosen is on Third street, on the tracks of the Chicago Great Western, near Eleventh avenue.

New Jersey.

Jersey City, N. J.—Vice-Chancellor Stevenson to-day signed an order dissolving the National Salt Company of New Jersey. The motion for dissolution was made by Col. Charles W. Fuller, counsel for Frank P. McDermott and N. S. Beardsley, receivers for the company. There was no opposition. The report of the receivers said that they had sold all the property of the company, and that there was no reason for its further existence.

Salem.—Robert B. Griscom has sold his canning factory and grocery at Hancock's Bridge.

Vineland, N. J.—The Vineland Grange, which owns an assembly hall and store, is again agitating the establishment of a cannery.

Ohio.

Kent, O.—Some time ago creditors asked that Phillips Canning and Packing Company, of Kent, O., be declared bankrupt. The company filed a schedule of its assets and liabilities in the United States District Court Tuesday morning. Its liabilities are $24,576.22 and its assets $8,534.01.

There was a meeting f the farmers of Yellow Springs, Ohio, and vicinity at the opera house Tuesday, December 20, for the purpose of making preliminary arrangements for starting a canning factory for the canning of sweet corn and other produce. Six hundred acres of land are required to be used in raising the corn and 1000 ought to be secured. A committee was appointed to go out among the farmers and solicit ground for the cultivation of the corn.

Columbus, Ohio.—The Urbana Packing Co., Urbana, T. B. Gest, W. W. Wilson, D. S. Perry, G. S. Thomas, Peter Broadstone, $10,000.

Texas.

Calvert, Tex.—An enthusiastic meeting of the Business League of this place was held, at which time a generous subscription was started for a cannery and molasses mill for Calvert. The land in this section is especially adapted to sugar cane, the yield being 185 gallons per acre.

San Antonio, Tex.—The farmers of the district are discussing matters in the matter of establishing here a canning plant. Mr. H. M. Aubrey, chairman of the Business Men's Club, is prominent in the matter.

Washington.

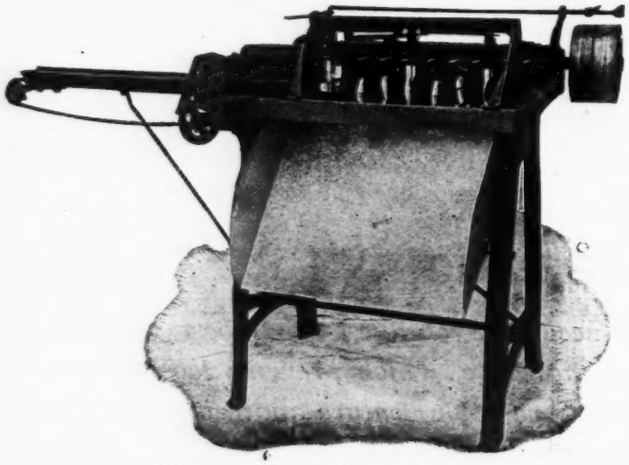
Seattle, Wash.—Representatives of the Fraser River Canners' Association and the executive committee of the Puget Sound Salmon Association held a conference in this city yesterday afternoon for the purpose of perfecting plans to perpetuate the salmon packing industry in Puget Sound and Canadian waters. Dr. Bell Irving, George I. Wilson and J. A. Russell, all of Vancouver, represented the British Columbia delegation.

Joint legislation towards the end in view on the part of Washington and the Canadian government was discussed at length. It seemed to be the sense of the meeting that it would be advisable to make a closed period of thirty-six hours a week during the canning season and to make 1906 and 1908 entirely closed seasons for fishing and canning sockeye salmon.

MORRAL BROTHERS, Morral, Ohio,

MANUFACTURERS OF

CANNING HOUSE MACHINERY



The Morral Improved Corn Cutter.

The Morral Improved Corn Cutter

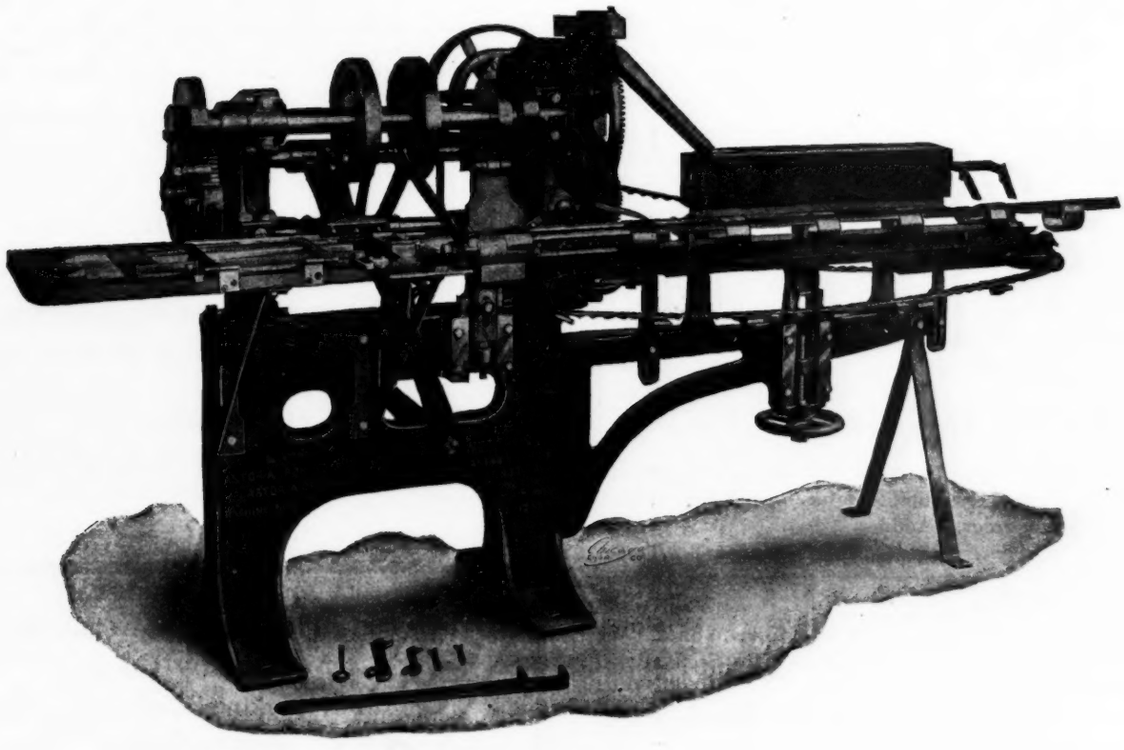
is the most simple in construction, and has the most positive feed of any cutter on the market. It will cut the small ears as well as the large ears without clogging. If an ear should clog (which seldom happens) there is a device on the machine whereby the knives and all the scrapers can be thrown open at once by simply moving a lever, and the Cutter can be unclogged in an instant. It is guaranteed in every respect, and it will pay you to get our prices and terms before you buy.

SOME OF THE CANNERS WHO USE THE MORRAL CORN CUTTER:

C. E. Sears & Co., Circleville, Ohio.
P. Hohenadel, Jr. Co., Janesville, Wis.
W. Scott Whiteford, Whiteford, Md.
The Scioto Canning Co., Circleville, Ohio.
VanWagner & Clark, Ellenville, N. Y.
J. T. Polk Co., Greenwood, Ind.
Mounts & Baugh, Clarksville, Ohio.
The Auburn Canning Co., Auburn, Neb.
The Lebanon Canning Co., Lebanon, Ohio.
Minnesota Valley Canning Co., Le Sueur, Minn.
Wells Canning Co., Morenci, Mich.
Flat Rock Canning Co., Flat Rock, Ind.,
Floral City Canning Co., Monroe, Mich.
Hope Canning Co., Hope, Ind.
Edgar Canning Co., Edgar, Neb.
Shepard Canning Co., South Dayton, N. Y.
A. J. Tanner, Oakfield, N. Y.
Wisconsin Canning Co., Oshkosh, Wis.
Hamburg Canning Co., Hamburg, Iowa.
John Burns, Bonner Springs, Kan.
Demeritt & Palmer Packing Co., Waterbury, Vt.
Des Plaines Canning Co., Des Plaines, Ill.
Harry Thompson, Ada, Ohio.
New London Canning Co., New London, Wis.
The Sears & Nichols Co., Chillicothe, Ohio.
Huff Bros., Roanoke, Va.
C. P. Thompson & Son, Alger, Ohio.
New Paris Canning Co., New Paris, Ohio.
Geo. W. Devilbiss, Stewartstown, Pa.
Valley Packing Co., Lebanon, Ohio.

WESTERN
LOCK SEAM CAN-MAKING MACHINE

FREE FROM ALL PATENT LITIGATION.



High-Speed Automatic Can-Making Machinery,

Lock Seam Body Machines, Headers, Crimpers, Floaters, Testers.

The Western Can-Making Machinery Company,

Stiles-Morse Co., Agents,

65 W. Washington St., - - Chicago, Ill.

FOR SALE.

One Eureka and one Monitor Pea Separator, in first-class condition; also one Phœnix Capping Machine, almost new; prices low. Address

EMPSON PACKING CO., Longmont, Colorado.

FOR SALE.

Limited quantity Canner's varieties Pea Seed in excess of our coming season's wants. Admirals, Horsford's Market Garden, Advancer and Heroes. All Michigan and Wisconsin grown. Grown especially for us from selected stock, roughed, screened and hand picked. ERIE PRESERVING CO.,

Buffalo, N. Y.

FOR SALE.

One McDonald Power Can Testing Machine; capacity 30,000 per day; 2-lb. and 3-lb. cans, One Johnson Power Can Tester, capacity 50,000 cans per day. All in perfect running order and good as new. WINTERS & PROPHET,

Mt. Morris, N. Y.

WANTED.

One Sinclair-Scott Rotary Pea Separator, with Cylinders 40 inches in diameter and 4 feet long.

Address

ROTARY, care of The Trade.

FOR SALE.

Ayars Continuous Pea Filler, one Triumph Scalder and Washer, one 15-H. P. Horizontal Engine, one King Tomato Filler. All in perfect order. Address

C. M. H., care of Tee Trade.

STONE TOMATO SEED.

Canners! Don't pay two prices for your Tomato Seed. We can furnish you pure, choice, new Stone Tomato Seed at 75c. per lb. in 25-lb. lots. Address,

OWENSBORO SEED CO., Owensboro, Ky.

FOR SALE.

Admiral Seed Peas, prices low.

Address,

THE EMPSON PACKING CO.,

Longmont, Colorado.

POSITION WANTED.

Do you want a manager or superintendent for your factory for 1905? Am up-to-date in all branches.

Address,

A. B. C., care of The Trade

FOR SALE.

We offer fifty barrels selected Crosby Sweet Corn Seed in the ear; also one hundred bushels J. J. H. Gregory strain of Crosby Seed Corn, best stock.

PORTLAND PACKING CO.,

Portland, Me.

WANTED TO BUY.

Two Copper Kettles, each of a capacity of 300 gallons, or more. Address,

THE EMPSON PACKING CO.,

Longmont, Colorado.

WANTED.

A Phœnix Bottle Capping Machine. Please state age, condition and price. Address,

PHŒNIX, care of The Trade.

FOR SALE.

Canning Plant in Delaware. Good location. Very complete for Tomatoes. Could pack Corn to advantage.

Address "Owner,"

Care of The Trade.

FOR SALE.

Canning Factory, located in Central New York, in the Mohawk Valley, on the great New York Central Railroad. Has a capacity of 50,000 cans of corn a day. Factory established 1888; has good reputation for first-class goods; equipped with all modern machinery. Address,

WHITESBORO CANNING CO., Whitesboro, N. Y.

WANTED.

Parties having second hand Canning Machinery for sale, can dispose of it by applying to

"Machinery,"

Care of The Trade.

SOLE AGENTS IN THE EAST FOR

The Sprague Canning Machinery Co.

"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

GEO. E. LOCKWOOD,
308 CHESTNUT STREET,
Philadelphia, Pa.

If it is used in a Canning Factory I Sell it.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

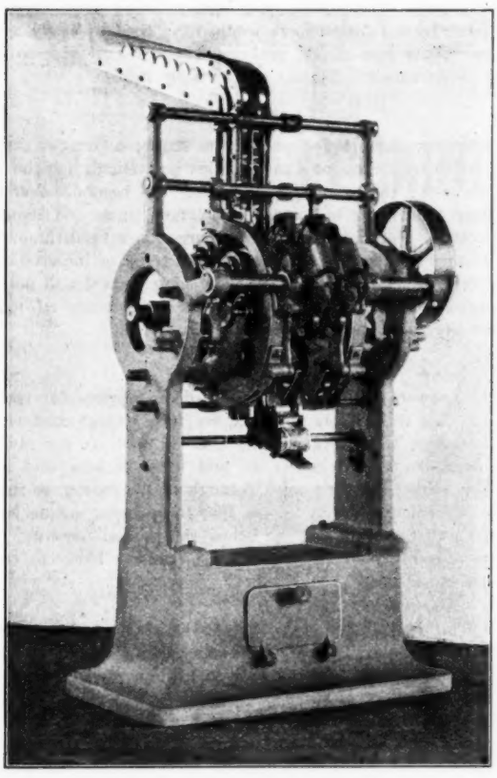
Dont worry, ask me, I'll get it for you.

SECOND HAND CANNING MACHINERY.

My Motto:—
The Buyer Must be Satisfied.

This Illustrates the Most Perfect Machine for

HEADING ROUND CANS.



It is continuous in operation and almost noisless. These machines are heading 130 condensed milk cans per minute, which is much less than their capacity. The bottoms are Tagger's tin which is very difficult material to handle in other heading machines. If bodies are of uniform size no crimping is required after these machines. Address

Utica Industrial Co.

UTICA, N. Y.

Manufacturers of Automatic Machinery for making Round Fruit Cans.

OUR

SOLDER

Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

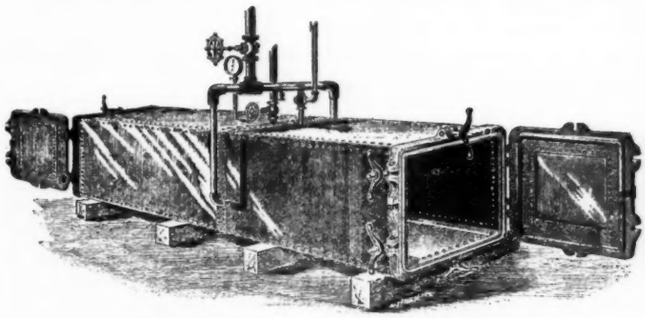
Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,

737 EAST PRATT STREET

BALTIMORE, MD.

Zastrow's Oyster Steam Box.



ZASTROW'S IMPROVED SQUARE OYSTER STEAM BOX.

Every box is furnished with steam pipes fitted to box, safety valve, steam guage and all valves necessary. They are generally made 25 feet long, 30 inches wide by 29 inches high inside, to hold three 8-ft. cars easily, but are made to any desired length.

GEO. W. ZASTROW,

Mechanical Engineer,

1404-1410 THAMES ST., - BALTIMORE, MD.

AT THE THEATRES

Week of January 9, 1905.

FORD'S.

Mme. Schumann-Heink in the new Comic Opera Love's Lottery.

Matinees Monday, Wednesday and Saturday.

CHASE'S.

MR. BARNES OF NEW YORK.

Matinees Tuesday, Thursday and Saturday.

MARYLAND.

KEITH'S ELITE VAUDEVILLE.

Matinee Daily.

AUDITORIUM.

BUSTER BROWN.

Matinees Tuesday, Thursday and Saturday.

BLANEY'S

ON THE SUWANEE RIVER.

Matinees Monday, Wednesday, Friday and Saturday.

HOLLIDAY ST.

THE WOMAN WHO DID.

Matinees Monday, Wednesday and Saturday.

MONUMENTAL.

BLUE RIBBON BURLEQUERS.

Matinee Daily.

California Canned Goods Situation.

As foretold in the columns of *California Fruit Grower* last May, it developed quite early in the season that peaches would be in short supply —particularly canning varieties. So far as domestic trade is concerned peaches are the staple, and they accordingly furnish the basis for a discussion of the packing season.

The situation had not been fully realized until very late in the spring, for the oft-repeated cry of "wolf" had not alarmed buyers—indeed, some were totally deceived and did not hesitate to sell futures in dried and canned peaches on about the normal basis.

Before the middle of June canners were paying unprecedented prices for yellow cling peaches, and prices for the canned goods were regulated accordingly, in some cases by compelling buyers to take certain proportions of other varieties on a basis which showed a fair margin of profit, or by asking a higher price for lemon cling peaches.

The shortage prover to be even more serious than was anticipated. Packers' quotations were withdrawn and in general short deliveries were made, some packers shipping nothing at all, some 35 per cent., some 60 per cent., some 75 per cent., and on some grades some delivered a higher percentage. In many sections famous for canning peaches, practically none of the fruit developed, and many factories did not operate during the season.

CHERRIES.

Owing to the high prices paid by the Maraschino packers, there was little inducement for the canner to pack heavily, and while the crop was good the pack was not so heavy as in 1903. There are no large stocks in packers' hands.

APRICOTS.

The crop proved to be poor in quality, fruit generally small in size. Orders from Great Britain for extra standards and higher grades were plentiful, but packers were obliged to pack a larger proportion of cheaper grades in order to get up the orders for the better goods. There has been some weakness on the poorer grades, but the shortage of cheap peaches has naturally brought prompt response to such offerings, and the weak holders have cleaned up.

YELLOW FREE PEACHES.

In their anxiety to protect themselves on clings, many canners neglected the free-stone variety more or less, with the result that some of them were actually more short on frees than on clings. Stocks are absolutely cleaned up so far as packers are concerned.

BARTLETT PEARS.

The ravages of the pear blight continue, and many orchards are positively doomed. Had there not been a heavy fruit crop East, the demand from fresh fruit shippers would have been so heavy as to create a shortage. As it now stands, packers generally were able to fill orders, but there is no surplus. Stocks are strongly held.

ASPARAGUS.

The disaster that flooded one of the largest asparagus districts was the chief factor of the season's pack of this increasingly popular vegetable. While it is hoped that a remery for "rust" has been discovered, serious inroads have been made in some of the larger tracts and some factories had their output materially reduced. There was a small amount of new acreage coming into bearing, but not enough to be of importance. Stocks are absolutely exhausted. The new beds being planted will not yield this coming season, so that 1905 is likely to be a repetition of 1904, so far as the inability to supply the demand is concerned.

TOMATOES.

As the growers had received unprecedented prices for raw stock in 1903, the acreage was largely increased for 1904, though canners, realizing that jobbers were well stocked, were slow to contract for raw material. Prices opened at 70¢ for standards, and some packers sold below this figure. The market has been weak throughout the season, so that packers have not operated extensively. Now that the packing season is over and it is realized that the pack is far below the normal quantity, there is a much better feeling in the market, and prices are likely to rule firmer.

GENERAL.

In general the season has not been satisfactory from the packers' point of view. Short crops, and the short packing season in which early and late varieties fruited at the same time, high prices for fruits in the face of heavy fruit crops elsewhere, combined to reduce the pack very materially. Some consolation can be found in the fact that had there been a heavy pack made, there would have been difficulty to market the product. There is always something for which to be thankful. The old lady who

Labelling, Wrapping, Lacquering

at less than half your present cost with unskilled labor ought to make you think. You think and I know. Let me prove it.

E. J. Judge,

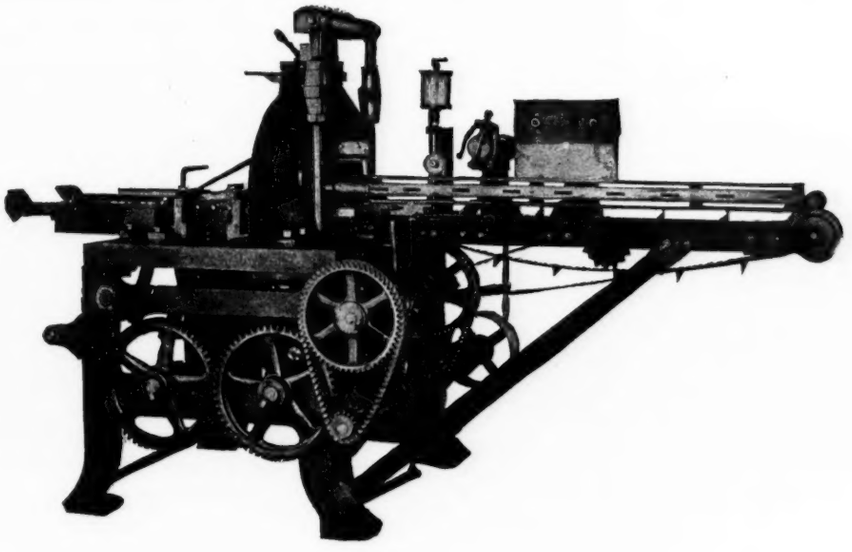
San Francisco, Cal.

STEVENSON'S

LATEST IMPROVED

SIDE SEAM LOCKING AND SOLDERING MACHINE.

PATENTED NOVEMBER 19, 1901. OTHER PATENTS PENDING.



The above cut is a representation of our latest improved lock seam body forming machine with side seam soldering device combined.

The important features of this machine are quick adjustments, and the rapid removal of jams and mashes. The latter is accomplished by simply raising the horn.

The capacity of the machine is 50,000 bodies per day.

Price on application.

We also manufacture AUTOMATIC HEADERS, FLOATERS, CRIMPERS, CAN TESTERS, POWER PRESSES, &c.

Machinery of all kinds Built to Order and Repaired.

STEVENSON & COMPANY,

601-7 S. Caroline Street, **Baltimore, Md.**

had only two teeth thanked God that "they hit." So when we think of what might have been, there is satisfaction to be found in the empty warehouses and strong markets.

CALIFORNIA FRUIT AND VEGETABLE PACK BY VARIETIES.

Varieties	Cases 1902	Cases 1903
Apples	6,683	5,023
Apricots	236,071	648,716
Blackberries	16,661	35,556
Cherries, Royal Ann	119,227	103,894
Cherries, black	26,566	30,506
Cherries, white	43,419	63,392
Currants	219	95
Figs	1,388	1,000
Gooseberries	536	.....
Grapes	31,052	52,621
Loganberries	194	4,307
Nectarines	755	341
Pears	302,962	423,831
Peaches, Free	353,036	339,375
Peaches, Cling	624,528	559,777
Plums	150,447	125,567
Quinces	2,402	115
Raspberries	2,975	6,505
Strawberries	6,205	15,320
Total table fruits	1,925,326	2,415,941
Pie fruit, 2½-lb.	77,889	49,582
Pie fruit, gallon	203,596	231,496
Jams and jellies	45,979	36,485
Total fruits	2,252,790	2,733,504
Tomatoes, 2½- and 3-lb.	750,810	835,394
Tomatoes, gallons	76,242	122,901
Peas	57,710	70,487
Asparagus	227,126	256,220
Beans and other vegetables	39,380	58,572
Total fruits and vegetables	3,404,058	4,077,078

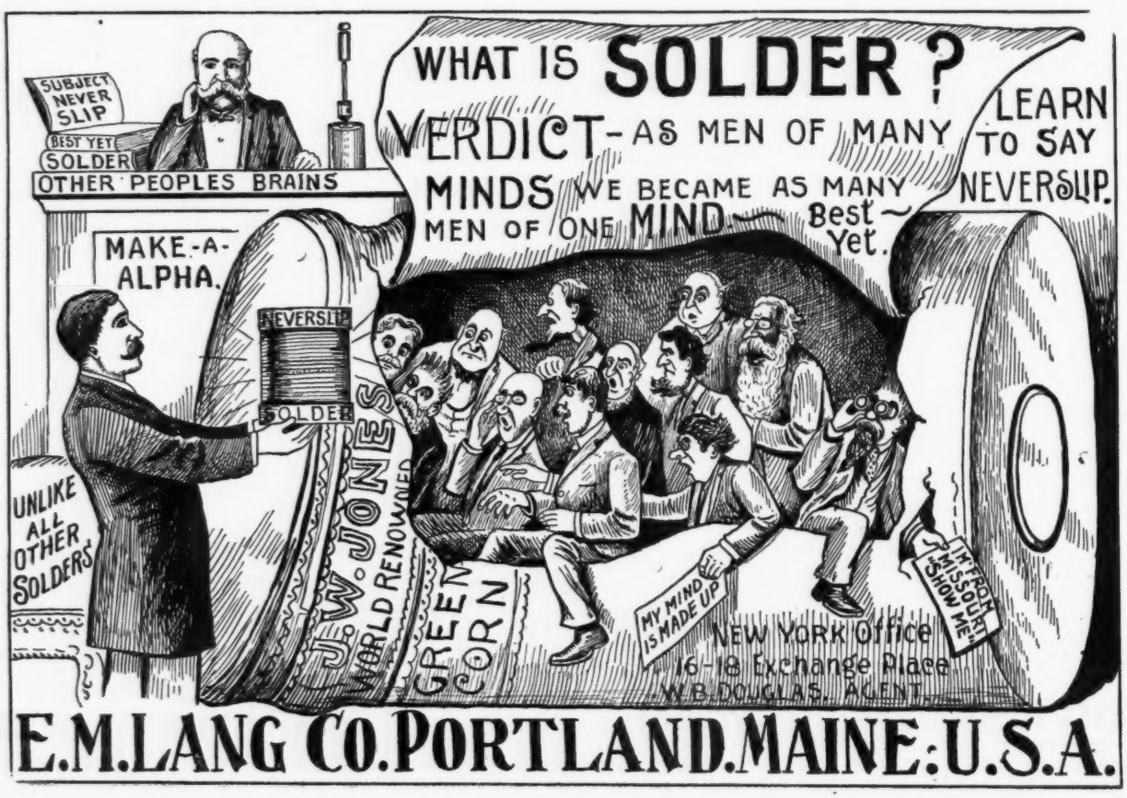
Year	Cases
1893	1,001,640
1894	1,528,815
1895	1,639,807
1896	1,602,446
1897	1,942,982
1898	2,085,166
1899	3,003,171
1900	2,775,866
1901	2,677,072
1902	2,252,790
1903	2,733,504
1904 (Estimated)	2,800,000

Getting down to figures, it may be stated that the pack of canned fruit in California for the season of 1903, compiled from confidential packers' returns by *California Fruit Grower*, totals 2,733,504 cases. Adding vegetables to this, the grand total of fruits and vegetables foots up 4,077,078 cases. The detailed figures for each variety for 1902 and 1903, showing complete pack, will be found in this article; also figures showing the totals for a series of years. Many are guessing as to what the 1904 pack was, and the *California Fruit Grower's* estimate is 2,800,000 cases of fruits. When the final round-up is had, tomatoes will probably foot up but something over half of last year's pack, when 835,394 case of 2½- and 3-pound and 122,901 cases of gallons were packed. The pack of asparagus for 1904 was very close to that of 1903, despite the absolute wiping out of the pack of the Hickmott Asparagus Canning Company through the flooding of Bouldin Island from the excessive rains and consequent rise of the river last spring. It was at first thought that the flooding of the asparagus lands at the river delta would curtail the pack about one hundred thousand cases, but this was made up by increased packing by several of the other canners in and around San Francisco.

—*California Fruit Grower*,

Washington, D. C.—Calumet Canning Company, capital stock $200,000; incorporators, Claude E. Town, C. A. Swann and R. C. Goodrich.

Hedrick, Ia.—The Hedrick Business Men's Association at its last meeting definitely decided to build a corn canning factory here this winter. It is believed that the fertility of the soil of the surrounding country and the excellent railroad facilities will insure the success of the venture.



EUREKA EUREKA

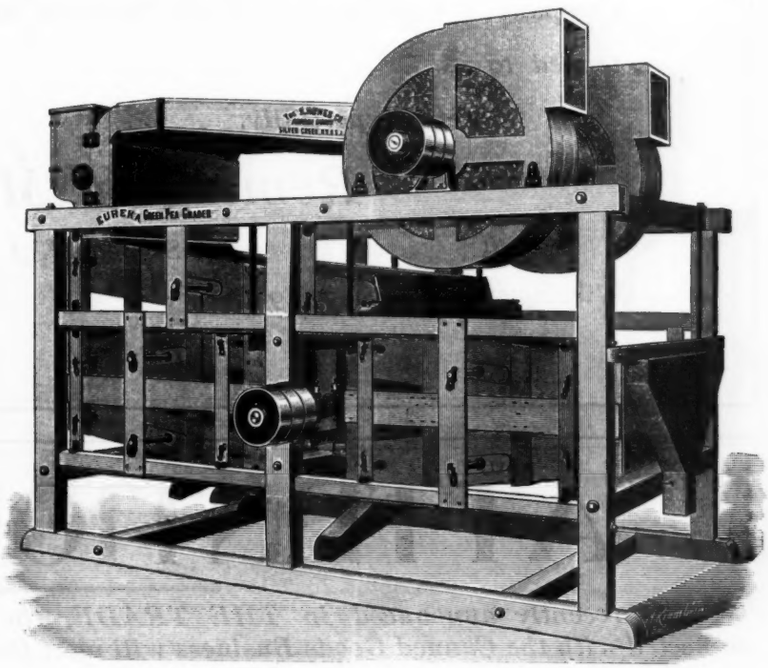
OUR LINE OF

EUREKA STRING BEAN MACHINERY

IS THE MOST COMPLETE IN THE WORLD.

It includes, among others,

String Bean Graders,
String Bean Cutters.
String Bean Fillers,
Picking Tables.



Each and all perfect, every one designed by an expert, and fully guaranteed.

Our Pea Machines may interest you:

CLEANERS, GRADERS, BLANCHERS, AND PICKING TABLES,

Send for particulars to

THE S. HOWES COMPANY,
(INCORPORATED)
SILVER CREEK, N. Y.

EUREKA EUREKA

To the Canning Trade in General:

We desire to give notice that we have sold the Canning Machinery department and good-will of that branch of our business to the Sprague Canning Machinery Company of Chicago, Ill.

We wish to thank our friends and patrons for the pleasant business relations and liberal patronage accorded to us during the time we have been in this line of business, and bespeak for the Sprague Canning Machinery Company a continuance of the business and good-will that has been extended to us.

Very respectfully,

Remington Machine Company,

(Signed) J. J. SATTERTHWHAIT,

Wilmington, Del., Dec. 19, 1904. *General Manager.*

ATTENTION—ALL!

As recently announced in THE TRADE, the Annual Convention of all Associations connected with the Canned Goods Business will meet the second week of February at Columbus, O.

These Associations are The Machinery and Supplies, The Western Packers Canned Goods, The Atlantic States, The National Brokers, and this year representatives from the National Wholesale Grocers Association.

It is the Most Important Event of the Year.

Everyone who can attend, should do so. There will be special hotel rates and reduced railroad fare. PARTICULARS regarding the meeting, the full program, a description of all machinery on exhibition will be given in

The Program Issue,

which will be published two weeks before the meeting—Friday, January 27—in plenty of time to make your arrangements.

Watch For It.

Every individual or firm having anything to offer or desiring to get into business connection with canned goods packers and those allied therewith, should have an advertisement in this issue. Whether you are a machinery man, a supply man, a broker, or have second-hand machinery to dispose of, here is your opportunity. Be quick about it as the time is short.

THE TRADE, 5 W. Pratt St., Baltimore, Md.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

M. MORFIT, Broker, Baltimore.

	Cash.	Regular.
Standard 2s	$	50 .....
" 3s	....	57½ 70
" Gallons	....	1 65 1 90

BAKED BEANS.

Lunch 1s	$	31 42
" 2s	....	40 70
Tall 2s	....	40 70
" 3s	....	55 90

BEANS.

Green String 2s	$	50 75
" " 3s	....	75 90
" " Gallons	....	2 40 2 50
White Wax 2s	....	45 65
" " 3s	....	80 90
" " Gallons	....	2 25 2 60
Refugee 2s	....	80 .....
" Extras, 2s	....	1 25 1 60
Green Lima 2s	....	85 90
" " small 2s	....	1 10 1 25

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$	55 .....
" Extra Fancy Preserved Strawberries.	....	1 20 1 25
No. 1 Ex. Pres. Strawberries	....	80 .....
" 2 Standard Raspberries	....	75 .....
" Ex. Pres. Red Raspberries	....	1 20 .....
" Standard Blackberries	....	90 .....
" 3 " "	....	....
" 2 Extra Blackberries	....	1 20 .....
" " Fancy "	....	....
" Standard Gooseberries	....	95 .....
" " Blueberries	....	75 .....

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	95 1 00
" " Pres	....	1 10 1 15
Blueberries, 2s	....	70 75
Strawberries, 2s	....	55 60
" Preserved 1s	....	75 80
" " 2s	....	1 15 1 30
" Gallons	....	2 75
Gooseberries, 2s	....	95 1 00
Raspberries, Red 2s	....	70 75
" " " Preserved	....	1 20 1 30
" Black 2s	....	70 75
" " " Preserved	....	1 20 1 25

CHERRIES.

Red 2s	$	55 60
White 2s	....	1 00 1 25

CORN.

M. MORFIT, Broker, Baltimore.

No. 2 Standard	$	67½ 70
" Choice	....	75 80
" Dry Pack	....	75 90
" Shoe Peg	....	85 1 00
" Choice Standard County	....	....
" Standard County	....	....
" " Extra County	....	....
" Fancy County	....	....

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$	60 65
" New York or Maine Style	....	67½ 80
" Seconds, Soaked	....	....
" Standard, Evergreen	....	55 60

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standnrd, Moist Pack	$	55 60
" New York or Maine Style	....	67½ 75
" Seconds	....	....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	55 .....
" " " Dry Packed	....	75 .....
" Ex. Sugar Corn, fine qual., dry pk'd.	....	85 .....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	52½ 55
" New York or Maine Style Dry Pack	....	75 85
" Seconds " " "	....	....

CORN AND TOMATOES.

No. 2	$	65 .....
No. 3	....	....

OKRA.

Standard 2s	$	 70
" 3s	....	 90

OKRA AND TOMATOES.

No. 2	$	 65
No. 3	.....	 85

OYSTERS.

	Cash.	Regular.
2s, 4 Ounce	$	80 .....
1s, 5 "	....	87½ 90
1s, 8 "	....	..... 1 45
2s, 10 "	....	1 55 1 65
1s, Light Weight	....	47½ .....
2s, Light Weight	....	....
1s, Lunch Tins	....	....
1s, 6 Ounce Selects	....	....
2s, 12 " "	....	....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 1 Extra Lunch	$	1 60 .....
" 2 "	....	....
5 oz. No. 1 Standards	....	 80
10 " "	....	..... 1 50
5 oz. Standards, tall cans	....	85 .....
10 " " "	....	1 55 .....
4 oz. No. 1 Cove	....	75 .....
8 " 2 "	....	1 45 .....
No. 1 Light Weights	....	47½ .....
" 2 " "	....	85 .....

PEARS.

Bartlett 2s	$ 65	....
" 3s	 75	....
Extra Bartlett 2s	....	....
" " 3s	....	....

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	1 45 1 60
" Seconds, "	....	1 10 1 15
" Pie Unpeeled	....	80 85

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$	1 50 1 60
3-lb. " Selected " "	....	1 65 1 75
No. 3 Standard, Yellow, country packed	....	1 40 1 45
" Seconds, Yellow	....	1 10 1 15
" " White	....	1 05 1 10
2-lb. " Peaches	....	80 90
No. 2 Standard, Yellow	....	1 10 1 15
" " White	....	1 10 1 15
Gallons, Pie	....	2 65 2 75
3-lb. Pie	....	75 80

M. MORFIT, Broker, Baltimore.

No. 2 Standard White	$	..... 1 10
" Extra Standard, Yellow	....	1 15 1 20
" Seconds, White	....	80 85
" " Yellow	....	85 90
No. 3 Standard, White	....	1 40 1 50
" " Yellow	....	1 45 1 50
" " Extra Yellow	....	1 65 1 75
" Off Standard, Yellow	....	1 30 1 40
" Seconds, White	....	1 10 1 15
" " Yellow	....	1 15 1 25
" In Syrup	....	1 35 1 40
" Pie, Unpeeled	....	85 90
No. 6 " "	....	....
Gallons, Pie, Unpeeled	....	2 75 2 90
" " Peeled	....	....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$	75 .....
" " Peeled	....	1 00 .....
Gallon Pies, Unpeeled	....	2 60 .....
" " Peeled	....	3 50 .....
No. 2 Seconds, White	....	80 .....
" " Yellow	....	85 .....
No. 3 Seconds, White	....	1 05 .....
" " Yellow	....	1 10 .....
No. 2 Standards, White	....	95 .....
" " Yellow	....	1 00 .....
No. 3 Standards, White	....	....
" " Yellow	....	1 45 .....
" Ex. Selected, Yellow	..... 1 60	1 75 .....

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	70 80
" " " Sifted	....	85 1 20
" " " 2ds, labeled Standard	....	55 60
" Soaks	....	40 45
" Seconds	....	....
" Marrowfat, Full Standard	....	75 .....
" " White	....	....
" " Soaks	....	40 45

M. MORFIT, Broker, Baltimore.

2 Early June Standard	....	75 85
2 " Sifted	....	1 00 1 20
2 " Extra Sifted	....	1 10 1 35
2 " Extra Fine Sifted	....	1 40 1 60
2 " Petit Pois	....	1 75 2 00
2 " Off Standard	....	70 75
2 " Off Sifted	....	85 95
2 " Off Extra Sifted	....	95 1 15
2 " Off Sifted Petit Pois	....	1 40 1 75
2 " Seconds	....	60 70
2 " " Sifted	....	80 85
2 " " Extra Sifted	....	90 1 10
2 Marrowfat	....	75 85
2 " Sifted	....	85 95
2 " Extra Sifted	....	1 10 1 50
2 " Seconds	....	60 75
2 Sweet Extra	....	90 1 00
2 Sweet Petit Pois	....	..... 1 50

PEAS—Continued.

T. G. CRANWELL & Co., Brokers, Baltimore

	Cash.		Regular.	
No. 2 Second Marrowfat	$	.....	60	.....
" Standard " White	.....	.....	70	.....
" Second Early June	.....	.....	60	.....
" Standard "	.....	.....	75	.....
" Extra "	.....	.....	85	.....
" Sifted "	.....	.....	90	1 00
Ex. Sifted "	.....	.....	1 25	1 40
Ex. Fan.Sf'd " Petit Pois	.....	.....	1 60	1 75

PINEAPPLE.

Standard 1s, Eyeless and Coreless	.....	.....	.....	85
" 2s, " "	.....	.....	1 00	1 10
" 1s, Cocktail	.....	.....	.....	95
" 2s, "	.....	.....	.....	.....
" 1s, Grated	.....	.....	85	90
" 2s, "	.....	.....	.....	.....
Extra 1s, Eyeless and Coreless	.....	.....	1 50	.....
" 2s, "	.....	.....	1 75	1 85
" 1s, Grated	.....	.....	.....	1 00
" 2s, "	.....	.....	1 50	1 75
Preserved 2s, Eyeless and Coreless	.....	.....	1 85	1 90
" " Grated	.....	.....	.....	.....
Seconds 2s, Sliced	.....	.....	70	90
Pie Grated 3s	.....	.....	.....	70
Pie Grated, Gallons	.....	.....	2 10	.....

T. G. CRANWELL & CO., Brokers.

No. 2 Seconds, Not Eyeless	$	.....	70	.....
" " Eyeless and Coreless	.....	.....	85	.....
" Standards, Not Eyeless	.....	.....	90	.....
" " Eyeless and Coreless	.....	.....	90	.....
" Ex. " "	.....	.....	1 20	.....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	.....	.....	.....	.....
" " Grated	.....	.....	1 00	.....
" " Cocktail	.....	.....	95	.....
No. 2 Extra Fancy Grated	.....	.....	1 75	.....
No. 3 Pie Grated, in Water	.....	.....	70	.....
" " in Syrup	.....	.....	75	.....
Gallon " in Water	.....	.....	2 10	.....
" " in Syrup	.....	.....	.....	.....

TOMATOES.

T. J. MEEHAN & CO., Brokers, Baltimore.	Cash.		Regular.	
No. 3 Full Standards	60	.....	62½	.....
" Seconds	57½	.....	60	.....
No. 2 Full Standards	45	.....	50	.....
" Seconds	42½	.....	45	.....
Gallons, Standard	1 85	.....	1 90	.....

J. L. ROWLAND & BRO., Brokers, Baltimore.

No. 3 Full Standard	65	70	.....	.....
" Seconds	60	62½	.....	.....
No. 2 Full Standard	50	52½	.....	.....
" Seconds	45	50	.....	.....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Full Standard	62½	65	67½	70
" Seconds, Labeled Standards	60	.....	.....	62½
No. 2 Full Standards	47½	.....	50	.....
" Seconds, Labeled Standards	45	.....	.....	47½

M. MORFIT, Broker, Baltimore.

No. 3 Standard	70	75	.....	.....
" " Country	65	70	.....	.....
" " Extras	80	90	.....	.....
No. 2 Standard	50	55	.....	.....
" " Country	47½	50	.....	.....
Gallon, Standard	1 95	2 15	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Tomatoes	45	.....	.....	.....
" 3 " "	62½	.....	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	95	.....	.....	.....
" 3 Second Tomatoes	60	.....	.....	.....
" 2 "	42½	.....	.....	.....
Gallon Standard Tomatoes	1 90	.....	.....	.....

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	1 85 @	2 00
" Maryland gallons	1 75	1 85
APRICOTS—California Standards 2½s	.....	1 60
ASPARAGUS—Oyster Bay	3 75	3 90
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 00	1 25
" No. 2 String, Southern	52½	55
" Baked, No. 3	65	70
" N. Y. String, 2s	1 00	1 50

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	82½	90
" " Maine	1 05	1 10
" " Southern	77½	80
" " Western, 2s	75	80
LOBSTER—Flats, ½-lb	1 75	1 80
" flats, 1-lb	3 25	3 50
OYSTERS—5 Ounce Standards	82½	92½
" 2-lb. 10 Ounce	1 55	1 75
PEACHES—2½-lb. Siandard, California Yellow	1 65	1 70
" 3-lb. Extra, California Yellow	2 45	2 50
" Southern Standard 3s	1 20	1 45
PEARS—California 2½-lb	1 50	1 75
PEAS—No. 2 Early June Extra Sifted	1 35	1 50
" " " " Sifted	1 05	1 20
" " " " Standard	67½	80
" " " " Seconds	60	65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 75	1 85
" " Grated	1 75	1 90
" Standards	1 20	.....
" Gallon Pie, Grated	2 10	2 50
PUMPKIN—No. 3	50	65
Gallon	2 00	.....
SALMON—Columbia River talls, 1-lb	1 70	1 75
" " " flats, 1-lb	1 80	1 85
" " " " ½-lb	1 15	.....
" Alaska Red, talls, 1-lb	1 17½	1 23½
" Medium Red, talls, 1-lb	1 10	1 12½
" Chums, talls, 1-lb	.....	.....
" Sockeye, flats, 1-lb	.....	.....
" " talls, 1-lb	1 60	1 67½
" " flats, ½-lb	1 15	1 20
" Alaska Pink, talls, 1-lb	80	85
" Cohoes, talls, 1-lb	1 07½	1 10
" Cohoes, flats, 1-lb	1 15	1 17½
STRAWBERRIES—Gallons	4 25	.....
SUCCOTASH—Maine pack, 2s	.....	1 50
" other pack, 2s	.....	1 35
TOMATOES—No. 2 Standard Maryland	55	57½
" No. 3 " "	65	70
" No. 3 " New Jersey	75	80
" Gallons, Maryland	1 95	2 10
" Gallons, Jersey	2 00	2 25

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar	$ 17½	17	16
Wire Coil	17½	17	16
Wire Segments			

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$10 00 per thousand.
No. 2 S. H	13 00 "
No. 2 P. H	13 50 "
No. 3 P. H	17 00 "
Gallon P. H	42 50 "
No. 3 Jersey P. H., Standard,	18 00 "

SOLDER HEMMED CAPS.

S. H. $ .85 P. H. $1 30 P. A. H. $1 70 per thousand

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	Gallons.
$9.50	$12.50	$13.00	$16.50	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 83	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 71	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 50	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 45	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	4 01	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$29 75	29 90	.....	.....
Malacca	29 75	29 90	.....	.....

PIG LEAD.

Omaha	$ 4 75	4 85	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2¾ in.	4 in.
No. 2 Cans	3 7-16 in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¾ in.	7 in.

All outside measure at largest parts.

HEYDEN SUGAR

Endorsed by the most prominent authorities in the medical world as being more healthful than cane sugar for use in the packing of food products. You have used it for the past six years; you can still use it. Write to us for our booklet quoting authorities.

Chicago, Ill
Philadelphia, Pa
Boston, Mass.
Providence, R. I.
Montreal, Canada.
Hamilton, Ontario.

A. KLIPSTEIN & CO.,

122 PEARL STREET,
NEW YORK.

ROBERT C. GRIFFITH & CO., Baltimore, Md.,
Agents for the Southern Canners and Packers.

E. E. MANHARD, Waterloo, Iowa.
Agent for Iowa, Wisconsin and Illinois.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS BERRIES, Etc. SAMPLES FREE.

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. SEVENTH & GOUGH STREETS, BALTIMORE, MD.

John G. Maier's Sons,

Cor. Gay and Frederick Sts., Baltimore, Md.

MANUFACTURERS OF

LACQUERS

ALL COLORS

GOLDEN.	ORANGE.
DEEP BLUE.	GREEN.
DEEP ORANGE.	RED,

SILVER, &c.

The Deep Blue, Deep Orange and Silver are the most suitable for rusty cans.
We are the oldest manufacturers of Lacquers for canners' use South of New York.
Write for prices and samples.

CANTON BOX COMPANY,

2501 to 2515 Boston St.,
BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

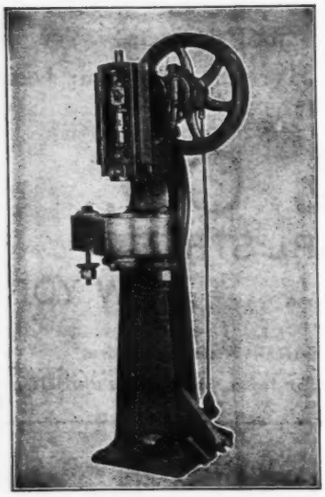
me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman,

26 Milton Ave., Baltimore, Md.

POWER PRESS

WITH IMPROVED CLUTCH.



PRESSES, DIES,
ROLLERS, SLITTERS,
CRIMPERS
and
FLOATERS.

PINEAPPLE
CORERS, SIZERS,
SLICERS
and
GRATERS.

John R. Mitchell,

CANNING AND CANMAKING MACHINERY

FOOT OF WASHINGTON STREET,

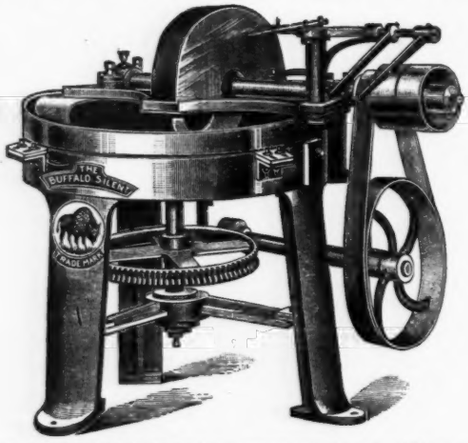
BALTIMORE, MD., U. S. A.

MEAT AND VEGETABLE CUTTER.

FASTEST CUTTER IN THE WORLD.

Noiseless, Clean and Durable.

A GREAT TIME AND LABOR SAVER.



FOR CUTTING VEGETABLES

For Picalille, Chile Sauce, Worcestershire and Celery Sauce.

For Mince Meat, Crushed Fruits, &c.

WRITE FOR KRAUT CUTTER CATALOGUE.

JOHN E. SMITH'S SONS COMPANY,

BUFFALO, N. Y., U. S. A.

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

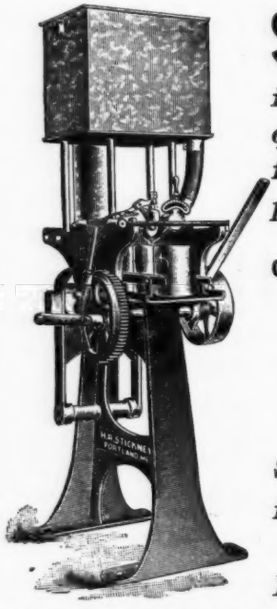
The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.



SYRUPING MACHINE

instantly adjustible for any quantity while going, and feeding one, two or three pound cans.

Capacity Single Line, 25,000 daily
Price $125.00.

Double Line, Double Capacity.
Price $175.00.

Special can filling machines for all purposes handling CONDENSED MILK, BAKED BEANS, FATS, OILS, MUSTARDS, &c., in round or square cans or glass jars.

New England agent for Sprague Canning Machinery Company's full line.

HENRY R. STICKNEY,

PORTLAND, ME.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HANDS WANTED.

WANTED—A reliable man who understands the manufacture of Catsups, Preserves, Baked Beans, etc. Give age, experience, reference and salary expected. Address "C. C. C.," care of The Trade.

WANTED—A thoroughly competent experienced corn processor. Permanent position. Bloomington Canning Co., Bloomington, Ill.

SITUATIONS WANTED.

POSITION WANTED—Being at liberty desire to engage with firm or corporation requiring services of manager or superintendent. I am also desirous after one year's approval, of getting an interest in the business, if possible. Can furnish reference if desired. Address X, care of The Trade.

Pickle and Preserve Manufacturer wants position as foreman or manager of pickle or preserve factory. Thoroughly up-to-date; thirty years' experience; good references; strictly temperate. Also understands canning. S, 284 South Union street, Grand Rapids, Mich.

WANTED—Position as superintendent and processor; have had 25 years experience in packing and processing all kinds of fruits and vegetables, oysters, shrimp, etc. I am up-to-date in the installation, care and working of all the modern machinery used in the factory, both as to the packing and can-making business. The finer grades of pineapples, berries, peas. corn, tomatoes and beans a specialty. I am strictly temperate, and can give any amount of best reference, including my last employers. Address Manager, care of The Trade.

Am ready to sign with large canning establishment of responsibility as superintendent or manager for 1905. Conversant with all branches of the canning business. Large experience in packing full line of fruits and vegetables, running canning machinery, and handling foreign and domestic help. Expert on peas and corn. Can remain with present employers. At liberty February 1st. Best of references. Only those willing to pay for the services of a first-class man need write. Address, "Western," care of The Trade.

I am open for an engagement the coming season with any company that will appreciate the services of a man who can manage a factory from the office down, no matter how large, with or without experienced help. Address "Central West," care of The Trade.

WANTED—Situation as manager or processor in packing house; understands processing in all its branches, also pipe-fitting, etc. Can make cans by hand or machinery and attend to all machinery for such. Twenty years of experience, best of references. Lawrence King, 2208 Fairmount avenue, Baltimore, Md.

WANTED—Position as superintendent or manager by January 1, 1905. Over twenty years practical experience packing fruits and vegetables of all kinds, also winter goods. For the past fifteen years superintendent or manager. Can show samples of this year, packed under my charge, corn tomatoes, string beans, apples and pumpkins. Understand machinery and can making. Can give best of reference as to character and ability. Address "Fidelity," care of The Trade.

Position Wanted—By a Practical Superintendent and Processor of 20 year's experience; can pack full line of fruits and vegetables; also, shrimp and oysters, baked beans, etc.; understand all the latest improved machinery for packing same. Address A., care of The Trade.

Notice to packers and canners—Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

Wanted—A Position as Superintendent in a Pickle and Preserving Works; have formulæ for making all grades of goods; understand steam fitting and machinery and can furnish good reference. Address M. J., care of The Trade.

WANTED—Position as Processor and Superintendent in Canning Factory. Can give plans for factory and set up all latest machinery and run same. Have had sixteen years experience. Address, H. Harding, Blanchester, Ohio.

...MAKE YOUR OWN CANS...

THE NEW SEAM SANITARY CAN.

Round, Square or Irregular Shapes For Food Products of all Kinds.

Require no Holes and Caps. The Entire Top Open.

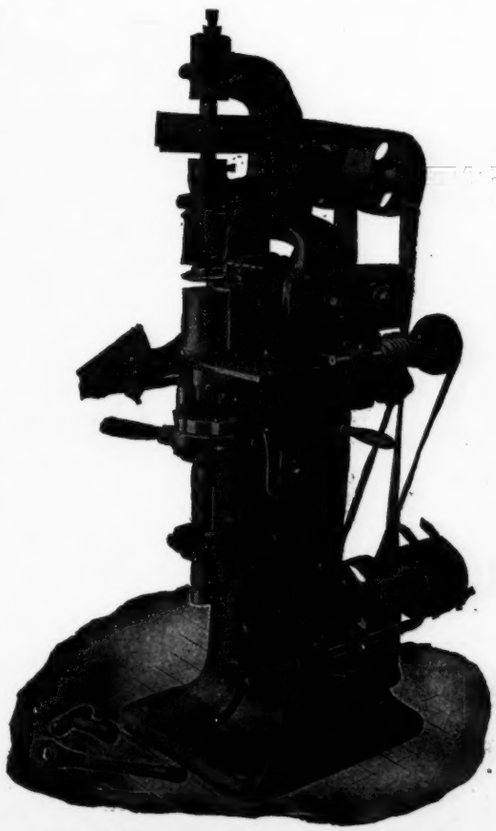
Closed without heat, solder or objectionable acid fluxes.

Will stand both retort and bath processing.

A perfect Sanitary Can being obtained, eliminating all the faults of the old style, making an ideal package, as cheap, more attractive, wholesome, better than anything yet devised.

A descriptive, illustrated catalog and samples will be sent upon request. State kind of goods packed.

A limited number of cans for trial will be sent, free of cost; but if a more extensive test is desired suitable arrangements may be made with Mess. Bogle & Scott, N. Y. C., for such "NEW SEAM SANITARY CANS" and the use of a Double Seamer, as illustrated."



No. 2 Automatic Double Seamer—Round Cans

—*The*—

Max Ams Machine Company,

Mount Vernon,

New York,

U. S. A.

Originators and specialists in all kinds of machines for "Sanitary Cans," round, square, oval and irregular shapes. Patented in all countries.

It is the Leaks that Count.

CANNERS' SOLDERING FLUX

SHIPPED IN

Never-Leak-Packages

Insures you full measure and besides it is so concentrated that you get three gallons for one of the other kinds.

THOMSEN CHEMICAL CO.,

BALTIMORE, MD.

Let us send you a Sample.

The South

Is the coming section of the country for all classes of woodworking industries. Its resources in desirable woods, both in quantity and variety, exceed those of any other section.

Factory Locations

Unequaled for stave, heading, box, fruit package and miscellaneous artiles made of wood may be obtained along the lines of the Southern Railway. *Refer to File No, 26325.*

M. V. RICHARDS,

LAND AND INDUSTRIAL AGENT,

SOUTHERN RAILWAY,

WASHINGTON, D. C.

The Hastings Industrial Company,

79 Dearborn St., Chicago, Ill.

OUTFITTERS AND EQUIPPERS OF FRUIT AND VEGETABLE

Canning Factories.

Dealers in

Automatic Corn and Tomato Fillers,
Power Capping Machinery, Horizontal Retorts,
Traveling Hoists, Engines, Boilers,
Piping, Fittings, Belting, etc., etc.

You are solicited to correspond with us on anything pertaining to the canning line.

BALTIMORE SOLDER WORKS.

A. SCHULTZ & CO.

FACTORY

1015, 1017 and 1019 EAST FAYETTE STREET.

Pig Tin, Pig Lead,
——Tin Plate.——

MANUFACTURERS OF

THE ONLY RELIABLE SOLDERS FOR CANMAKERS AND PACKERS.

EXCELSIOR SOLDERING FLUX.

The best Flux for soldering Tinware. It is especially desirable for Capping, as it is not poisonous and does not affect the goods if a few drops get in the can.

WIRE SOLDER.

Our Segment Solder is the Best Capping Solder ever produced, always giving entire satisfaction.

Capacity of Furnaces
——20,000 Pounds Per Day.——

The only establishment in the country where you can get everything needed for canmaking and packing business. Thirty years experience supplying the trade.

A. SCHULTZ & CO.,
Baltimore, Md.

THE CANNED GOODS EXCHANGE
OF BALTIMORE, MD.

246 S. BROADWAY.

President, HUGH S. OREM,

Vice-President, E. H. MILLER.

Treasurer, LEANDER LANGRALL.

Secretary, A. F. JONES.

Arbitration Committee:

WM. GRECHT, C. J. SCHENKLE, BENJ. HAMBURGER, LOUIS GREBB.

C. Cecil Smith.

Committee on Commerce:

RUFUS M. GIBBS, E. C. SHIMER, E. C. WHITE, WM. A. WAGNER.

Legislative Committee:

GEORGE PHILLIPS, B. J. MEEHAN, S. J. ROBINSON, JOHN SCHALL,

Counsel, GANS & HAMAN,

Chemist, CHARLES GLASER.

C. W. BAKER. W. E. MORGAN.

BAKER & MORGAN,
Canned Goods Brokers,

ABERDEEN, MD.

CORN AND TOMATOES A SPECIALTY.

TIN STRIPS AND CIRCLES

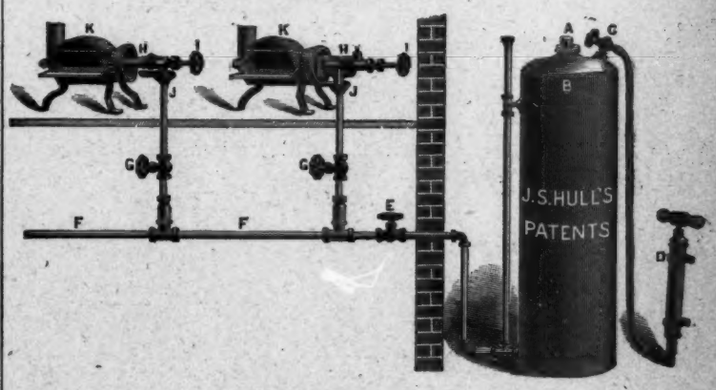
BOUGHT BY **AMMIDON & CO.**

2215-17 Boston Street, BALTIMORE, MD

J. S. HULL MFG. CO.

125-127 EAST FALLS AVENUE,

BALTIMORE, MD.



Manufacturers of

HULL'S

PATENT GASOLINE BURNERS, FIRE POTS AND HEATERS.

Repairs Promptly Attended to.

CANNING HOUSE SUNDRIES.

American Can Company

Principal Sales Offices:

NEW YORK,
BOWLING GREEN BUILDING.

BALTIMORE, MD.,
BOSTON AND HUDSON STREETS.

CHICAGO, ILL.,
MERCHANTS' LOAN & TRUST BLDG.

SAN FRANCISCO, CAL.,
209-221 MISSION STREET